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MANAGERIAL TRAINING: P-I-E'S ACE IN THE HOLE

Also: Unclogging The Clog

Is There A Small Diesel In Your Truck's Future?

New Marketing Needs for Regulated Carriers

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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White*	Others	Total Trucks
Under 6,000 lbs.	Oct.-81	32,673	7,612	6,239	13,080	—	—	2,587	—	—	—	—	2,875	—	—	65,076
	10 Mos.-81	229,966	48,299	8,706	126,015	—	—	32,279	—	—	—	—	33,548	—	—	478,813
6,001-10,000 lbs.	Oct.-81	19,110	4,015	1,895	41,845	—	89	2,320	—	—	—	—	—	—	—	69,274
	10 Mos.-81	168,253	40,969	53,501	336,853	—	1,019	20,060	—	—	—	—	—	—	2	620,657
10,001-14,000 lbs.	Oct.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	10 Mos.-81	—	—	247	—	—	—	—	—	—	—	—	—	—	—	247
14,001-16,000 lbs.	Oct.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	10 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	12	12
16,001-19,500 lbs.	Oct.-81	31	44	—	—	—	—	—	—	—	—	—	—	—	—	75
	10 Mos.-81	573	1,065	—	—	—	—	—	—	—	—	—	—	—	12	1,650
19,501-26,000 lbs.	Oct.-81	557	785	—	1,014	—	1,065	—	—	—	114	—	—	—	—	3,555
	10 Mos.-81	13,021	13,788	—	6,531	—	8,097	—	—	—	1,255	—	—	—	—	44,692
26,001-33,000 lbs.	Oct.-81	—	92	—	2,555	—	1,390	—	—	—	23	—	—	—	—	4,060
	10 Mos.-81	—	660	—	22,152	—	13,442	—	—	—	389	—	—	—	—	36,643
33,001 lbs. and over	Oct.-81	18	775	—	1,155	822	2,514	—	669	1,411	—	697	—	254	b162	8,477
	10 Mos.-81	1,150	10,076	—	8,329	7,752	20,397	—	8,666	13,768	—	6,035	—	3,366	c1,690	81,229
Total	Oct.-81	52,389	13,323	8,134	59,649	822	5,078	4,907	669	1,411	137	697	2,875	254	162	150,517
	10 Mos.-81	412,963	113,457	62,454	501,880	7,752	42,955	32,339	8,666	13,768	1,644	6,035	33,548	3,366	1,716	1,263,943
	10 Mos.-80	368,387	108,129	101,127	435,723	8,152	41,905	38,293	7,805	16,612	389	5,456	24,412	5,417	d2,340	1,163,146
Trucks with Diesel Engines*	10 Mos.-81	19,785	23,122	—	21,238	7,752	35,868	—	8,666	13,768	1,644	6,035	26,442	3,366	1,690	169,376
	10 Mos.-80	31,686	21,308	—	25,973	8,152	31,860	—	7,805	16,612	389	5,456	13,940	5,417	1,492	180,297

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses.
†Includes Autocar and Western Star. b—Includes 15 Marmon Motors. c—Includes 190 Marmon Motors. d—Includes 799 AM General.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Flexible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs. and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Oct.-81	4,680	4,247	152	—	11	9,090
	10 Mos.-81	9,161	6,287	3,706	—	631	19,785
Ford	Oct.-81	—	—	165	1,314	1,125	2,604
	10 Mos.-81	—	—	1,265	11,919	8,054	21,238
Freightliner	Oct.-81	—	—	—	—	822	822
	10 Mos.-81	—	—	—	—	7,752	7,752
GMC	Oct.-81	1,296	1,332	307	92	767	3,794
	10 Mos.-81	4,169	1,983	6,496	652	9,802	23,122
International	Oct.-81	—	56	495	1,264	2,511	4,326
	10 mos.-81	—	372	3,658	11,455	20,383	35,868
Kenworth	Oct.-81	—	—	—	—	669	669
	10 Mos.-81	—	—	—	—	8,666	8,666
Mack	Oct.-81	—	—	—	—	1,411	1,411
	10 Mos.-81	—	—	—	—	13,768	13,768
Mercedes-Benz	Oct.-81	—	—	114	23	—	137
	10 Mos.-81	—	—	1,255	389	—	1,644
Peterbilt	Oct.-81	—	—	—	—	697	697
	10 Mos.-81	—	—	—	—	6,035	6,035
Volkswagen	Oct.-81	2,481	—	—	—	—	2,481
	10 Mos.-81	26,442	—	—	—	—	26,442
White	Oct.-81	—	—	—	—	254	254
	10 Mos.-81	—	—	—	—	3,366	3,366
Others	Oct.-81	—	—	—	—	162	162
	10 Mos.-81	—	—	—	—	1,690	1,690
Total	Oct.-81	8,457	5,635	1,233	2,693	8,429	26,447
	10 Mos.-81	39,792	8,642	16,380	24,415	80,147	169,376
	Oct.-80	6,540	638	1,892	3,372	8,889	21,331
	10 Mos.-80	55,646	4,213	10,005	26,418	84,015	180,297

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Oct. 1981	10 Months—1981 Units	10 Months—1981 Value*
Vans	7,339	59,194	755,144
Tanks	572	6,085	180,418
Bulk commodity and dry material	174	1,688	46,031
Pole and logging	128	920	9,372
Platform	1,543	17,264	149,786
Low-bed heavy haulers (over 10 tons)	601	6,776	85,173
Dump trailers and dump chassis	511	5,341	78,453
Auto transports	124	1,294	17,049
All other tractors and chassis			
Total—Complete tractors and chassis	10,992	98,562	1,321,426
Detachable trailers†	542	6,499	62,956
Detachable trailers chassis†	855	11,795	57,800
Dollies or converter gear†	427	16,392	22,965

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Nov. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	64,756	838,556	271,777
6,001-10,000 lbs.	60,837	797,319	203,063
10,001-14,000 lbs.	68	466	290
Medium Duty			
14,001-16,000 lbs.	—	12	—
16,001-19,500 lbs.	40	1,837	295
19,501-26,000 lbs.	3,460	67,380	19,264
Heavy Duty			
26,001-33,000 lbs.	2,907	47,662	14,840
33,001 lbs. and over	6,176	92,386	25,504
Totals—1981	138,244	1,946,629	534,943
Totals—1980	157,858	2,074,382	567,429

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Oct.-81	42	—	130	—	—	8,973	9,145
	10 Mos.-81	1,403	96	3,271	—	—	16,080	20,850
Ford	Oct.-81	1,284	916	1,064	—	—	—	3,264
	10 Mos.-81	9,879	5,660	10,293	—	—	—	25,831
Freightliner	Oct.-81	203	567	52	—	—	—	822
	10 Mos.-81	1,275	5,466	1,078	—	—	—	7,819
GMC	Oct.-81	357	166	702	—	—	2,678	3,905
	10 Mos.-81	4,022	4,099	10,956	—	—	6,328	25,405
International	Oct.-81	244	2,137	476	2,012	—	56	4,925
	10 Mos.-81	2,355	19,499	4,969	16,538	—	430	43,791
Jeep Corp	Oct.-81	—	—	—	—	—	d50	50
	10 Mos.-81	—	—	—	—	—	d3,295	3,295
Kenworth	Oct.-81	712	459	63	—	—	—	734
	10 Mos.-81	2,047	6,118	1,375	—	—	—	9,540
Mack	Oct.-81	45	41	12	—	1,605	20	1,727
	10 Mos.-81	395	662	256	—	15,511	176	17,101
Mercedes-Benz	Oct.-81	—	—	—	—	—	137	137
	10 Mos.-81	—	—	—	—	—	1,644	1,644
Peterbilt	Oct.-81	195	504	7	—	—	—	706
	10 Mos.-81	2,180	3,829	571	—	—	—	6,580
Volkswagen	Oct.-81	—	—	—	—	—	2,490	2,490
	10 Mos.-81	—	—	—	—	—	27,159	27,159
White	Oct.-81	20	205	42	—	—	—	277
	10 Mos.-81	472	2,457	887	—	—	—	3,816
Others	Oct.-81	37	57	72	—	—	—	166
	10 Mos.-81	b441	c650	6701	—	—	—	1,792
Totals	Oct.-81	2,851	5,054	2,639	2,012	1,605	14,404	28,565
	10 Mos.-81	24,389	48,535	33,759	16,538	15,511	55,082	193,914
	Oct.-80	3,021	5,167	3,904	2,063	1,833	7,909	23,917
	10 Mos.-80	27,286	46,602	35,305	11,492	10,040	64,901	203,635

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
a—Isuzu. b—Includes 27 Marmon Motors. c—Includes 176 Marmon Motors. d—Includes 12 Marmon Motors.
"All Others" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds, Scandia Volvo and Volkswagen.

March 1982

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Mexico's Smuggling Connection

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VOLUME 139 NUMBER 3 MARCH 1982

65 ROAD SPEED LIMITERS AND CRUISE CONTROLS

Truck and bus road speed limiters and cruise control devices can increase fuel mileage 5 to 10 percent. A good look at 10 different systems; who's using them, and what kind of results are they getting.

72 COMPUTERS IN THE MAINTENANCE SHOP

Small computers are tomorrow's future today in the maintenance shop. They organize and analyze vehicle parts inventory, work repair orders, component failures, and warranty claims, along with many other paper generating programs. Cutting through the computer jargon, CCJ tells what it's like to operate a computerized shop and how to get a program going for yourself.

Cover microcomputer courtesy of Mainline Computer Center, Wayne, Pa.

80 THE MEXICAN CONNECTION

Theft of heavy-duty, off-highway equipment is a nationwide problem of massive proportion. Yet it is ignored despite losses that run into the millions. One reason for the sudden surge in equipment thefts is the booming market for stolen machinery in Mexico and Latin America. A team of CCJ editors takes you across the border where the action is both as profitable and dangerous as dealing drugs.

84 GETTING THE LEAD OUT

Few fleetmen know it, but OSHA's "Occupational Exposure to Lead" rule applies to repainting trucks and buses. This article examines health hazards and compliance measures associated with the use of leaded paint, plus the pros and cons of unleaded paint.

93 PROPANE-POWERED VANS SAVE FUEL

The Washington Post's decision to convert its owner-operator fleet of forward-control vans to propane has reduced fuel bills, promises to double engine life and has been well received by the guys behind the wheel. A case history on an alternate fuel.

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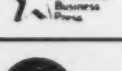

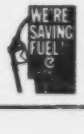

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Under 6,000 lbs.	Nov.-81	28,958	8,316	5,037	5,372	—	—	1,822	—	—	—	—	1,325	—	—	47,330
	11 Mos.-81	258,924	54,815	13,743	131,387	—	—	34,101	—	—	—	—	34,673	—	—	527,643
6,001-10,000 lbs.	Nov.-81	17,423	3,720	1,970	25,373	—	3	2,067	—	—	—	—	—	—	—	50,556
	11 Mos.-81	185,676	44,889	55,471	362,226	—	1,022	22,127	—	—	—	—	—	—	2	671,213
10,001-14,000 lbs.	Nov.-81	—	—	1	—	—	—	—	—	—	—	—	—	—	—	1
	11 Mos.-81	—	—	248	—	—	—	—	—	—	—	—	—	—	—	248
14,001-16,000 lbs.	Nov.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	11 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	12	12
16,001-19,500 lbs.	Nov.-81	69	28	—	—	—	—	—	—	—	—	—	—	—	—	97
	11 Mos.-81	642	1,093	—	—	—	—	—	—	—	—	—	—	—	12	1,747
19,501-26,000 lbs.	Nov.-81	997	789	—	807	—	340	—	—	—	119	—	—	—	—	3,052
	11 Mos.-81	14,018	14,577	—	9,338	—	8,437	—	—	—	1,374	—	—	—	—	47,744
26,001-33,000 lbs.	Nov.-81	—	22	—	1,913	—	428	—	—	—	55	—	—	—	—	2,418
	11 Mos.-81	—	682	—	24,085	—	13,870	—	—	—	444	—	—	—	—	39,081
33,001 lbs. and over	Nov.-81	46	676	—	1,046	778	837	—	666	1,179	—	654	—	257	55	6,197
	11 Mos.-81	1,196	10,752	—	9,375	8,530	21,234	—	9,335	14,947	—	6,589	—	3,623	1,745	87,426
	Nov.-81	47,493	11,551	7,007	34,511	778	1,608	3,889	666	1,179	174	654	1,325	257	55	111,151
Total	11 Mos.-81	480,456	126,428	69,462	536,391	8,530	44,563	56,228	9,335	14,947	1,818	6,589	34,673	3,623	1,771	1,375,094
	11 Mos.-80	418,308	122,169	105,010	490,093	8,869	44,606	44,765	8,388	18,235	521	5,905	25,946	5,861	a2,533	1,301,198
Trucks with Diesel Engines*	11 Mos.-81	25,421	25,848	—	23,588	8,530	37,253	—	9,335	14,947	1,818	6,589	27,894	3,623	1,745	186,491
	11 Mos.-80	34,287	35,906	—	27,972	8,869	34,053	—	8,388	18,235	521	5,905	15,761	5,861	1,853	197,411

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses.
†Includes Autocar and Western Star. a—Includes 831 AM General. b—Includes 23 Marmon Motor. c—Includes 213 Marmon Motors.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Flxible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-25,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Nov.-81	1,299	4,004	308	—	25	5,636
	11 Mos.-81	10,460	10,291	4,014	—	656	25,421
Ford	Nov.-81	—	—	174	1,145	1,031	2,350
	11 Mos.-81	—	—	1,439	13,064	9,085	23,588
Freightliner	Nov.-81	—	—	—	—	778	778
	11 Mos.-81	—	—	—	—	8,530	8,530
GMC	Nov.-81	278	1,182	584	22	662	2,726
	11 Mos.-81	4,465	3,185	7,080	674	10,484	25,848
International	Nov.-81	—	1	189	358	837	1,385
	11 mos.-81	—	373	3,847	11,813	21,220	37,253
Kenworth	Nov.-81	—	—	—	—	666	666
	11 Mos.-81	—	—	—	—	9,335	9,335
Mack	Nov.-81	—	—	—	—	1,179	1,179
	11 Mos.-81	—	—	—	—	14,947	14,947
Mercedes-Benz	Nov.-81	—	—	119	55	—	174
	11 Mos.-81	—	—	1,374	444	—	1,818
Peterbilt	Nov.-81	—	—	—	—	654	654
	11 Mos.-81	—	—	—	—	6,589	6,589
Volkswagen	Nov.-81	1,252	—	—	—	—	1,252
	11 Mos.-81	27,894	—	—	—	—	27,894
White	Nov.-81	—	—	—	—	257	257
	11 Mos.-81	—	—	—	—	3,623	3,623
Others	Nov.-81	—	—	—	—	55	55
	11 Mos.-81	—	—	—	—	a1,745	a1,745
Total	Nov.-81	2,827	5,187	1,374	1,580	6,147	17,115
	11 Mos.-81	42,819	13,829	17,754	25,995	86,294	186,491
	Nov.-80	6,647	116	1,118	2,359	6,874	17,114
	11 Mos.-80	62,293	4,329	11,123	28,777	90,889	197,411

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry. a—Includes 213 Marmon Motors.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Dec. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	56,391	886,947	295,601
6,001-10,000 lbs.	52,630	849,949	207,147
10,001-14,000 lbs.	282	748	662
Medium Duty			
14,001-16,000 lbs.	—	12	—
16,001-19,500 lbs.	79	1,916	284
19,501-26,000 lbs.	4,613	71,963	17,950
Heavy Duty			
26,001-33,000 lbs.	3,740	51,402	13,492
33,001 lbs. and over	7,958	100,334	24,230
Totals—1981	125,673	1,972,301	559,366
Totals—1980	159,124	2,231,516	574,045

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Nov. 1981	11 Months—1981 Units	11 Months—1981 Value*
Vans	6,108	65,338	833,236
Tanks	461	6,548	194,760
Bulk commodity and dry material	125	1,813	49,505
Pole and logging	100	1,023	10,245
Platform	1,160	18,424	160,333
Low-bed heavy haulers (over 10 tons)	713	7,483	93,220
Dump trailers and dump chassis	491	5,851	86,540
Auto transports	242	1,543	20,331
All other tractors and chassis			
Total—Complete tractors and chassis	9,401	108,022	1,448,170
Detachable trailers†	408	8,907	67,976
Detachable trailers chassis†	1,062	12,957	63,494
Dollies or converter gear	527	16,933	25,336

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Nov.-81	99	1	267	—	—	5,340	5,707
	11 Mos.-81	1,502	97	3,538	—	—	21,420	26,557
Ford	Nov.-81	1,192	691	980	—	—	—	2,863
	11 Mos.-81	11,070	6,351	11,273	—	—	—	28,694
Freightliner	Nov.-81	337	501	–71	—	—	—	767
	11 Mos.-81	1,612	5,967	1,007	—	—	—	8,586
GMC	Nov.-81	339	206	776	—	—	1,488	2,809
	11 Mos.-81	4,361	4,304	11,734	—	—	7,816	28,215
International	Nov.-81	63	741	207	689	—	1	1,701
	11 Mos.-81	2,418	20,240	4,576	17,227	—	431	44,892
Jeep Corp	Nov.-81	—	—	—	—	—	163	163
	11 Mos.-81	—	—	—	—	—	a3,428	3,428
Kenworth	Nov.-81	296	465	66	—	—	—	737
	11 Mos.-81	2,253	6,583	1,441	—	—	—	10,277
Mack	Nov.-81	24	39	30	—	1,346	21	1,460
	11 Mos.-81	420	701	286	—	16,957	197	18,561
Mercedes-Benz	Nov.-81	—	—	—	—	—	174	174
	11 Mos.-81	—	—	—	—	—	1,818	1,818
Peterbilt	Nov.-81	221	428	10	—	—	—	659
	11 Mos.-81	2,321	4,257	581	—	—	—	7,159
Volkswagen	Nov.-81	—	—	—	—	—	1,255	1,255
	11 Mos.-81	—	—	—	—	—	28,414	28,414
White	Nov.-81	40	200	45	—	—	—	285
	11 Mos.-81	512	2,657	932	—	—	—	4,101
Others	Nov.-81	6	39	19	—	—	—	64
	11 Mos.-81	b447	c689	d720	—	—	—	1,856
Totals	Nov.-81	2,527	3,311	2,329	689	1,346	8,442	18,644
	11 Mos.-81	26,916	51,846	36,088	17,227	16,957	63,524	212,558
	Nov.-80	2,353	3,735	2,975	858	1,733	7,306	18,960
	11 Mos.-80	29,648	50,337	38,280	12,350	19,773	72,207	222,595

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu. b—Includes 28 Marmon Motors. c—Includes 204 Marmon Motors. d—Includes 12 Marmon Motors.

April 1982

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HOW OSHKOSH GOT SUCKERED

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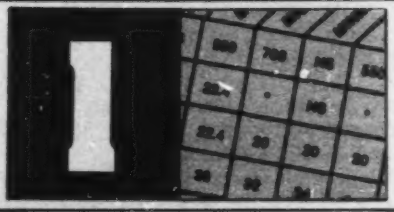
50 HOW OSHKOSH WAS SUCKERED

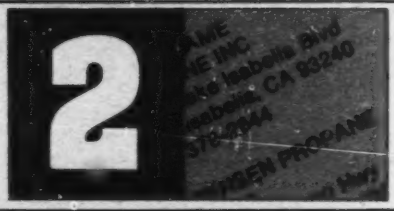
The Libyan Army has 400 new American-made Oshkosh trucks that were originally ordered as "farm" vehicles. Today, they have been modified and converted at a cost of millions into tractors for hauling tank trailers. How the Libyan government purchased these trucks and some of the foreign intrigue engaged in by a Canadian couple who pulled off this deal is outlined in this report.



101 RULES AND REGS

Here's the latest information you need to keep your fleet "legal" when it comes to size and weights, types of equipment.

- CCJ's exclusive Interstate Reciprocity Guide
- Directory of state officials for permits and tax information
- Vehicle size and weight limit maps and tables
- Fuel taxes



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149 TOOLS AND EQUIPMENT BUYERS' GUIDE

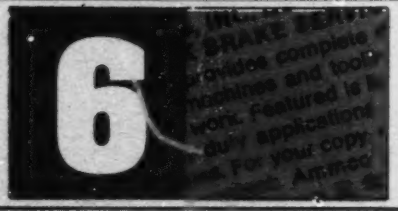
A close-up look at what's available from various manufacturers in 21 categories of tools and equipment—ranging from pneumatic hand tools to sophisticated diagnostic consoles—with specifications and price information for each make and model. Also included: 1982 activities of the Equipment & Tool Institute.

175 DIRECTORY OF NATIONAL, STATE AND LOCAL FLEET ASSOCIATIONS

There are hundreds of associations fleets deal with at national, state and local levels. Here's a rundown on what they do and who to contact if you need information or help.

185 GUIDE TO FEDERAL REGULATORY AGENCIES

This exclusive CCJ guide tells you who's who and what's what in the federal bureaucracy with phone numbers you can call for help at each department within the agency.



194 TECHNICAL DATA DIRECTORY

Fast information service provides post cards for ordering the latest catalogs and brochures from manufacturers. In a compact directory preceding the cards, CCJ describes the catalogs and tells how to contact the company directly.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Marmon Motor	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Dec.-81	29,495	7,345	8,606	5,993	—	—	2,809	—	—	—	—	—	1,448	—	—	55,698
	12 Mos.-81	288,419	61,960	22,351	137,380	—	—	36,910	—	—	—	—	—	36,321	—	—	583,341
6,001-10,000 lbs.	Dec.-81	15,806	4,113	2,049	20,976	—	4	2,394	—	—	—	—	—	—	—	1	45,343
	12 Mos.-81	201,482	48,802	57,520	383,202	—	1,026	24,521	—	—	—	—	—	—	—	3	716,556
10,001-14,000 lbs.	Dec.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-81	—	—	248	—	—	—	—	—	—	—	—	—	—	—	—	248
14,001-16,000 lbs.	Dec.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	3	3
	12 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15	15
16,001-19,500 lbs.	Dec.-81	53	35	—	—	—	—	—	—	—	—	—	—	—	—	8	96
	12 Mos.-81	695	1,126	—	—	—	—	—	—	—	—	—	—	—	—	20	1,843
19,501-26,000 lbs.	Dec.-81	793	1,156	—	349	—	575	—	—	—	—	145	—	—	—	—	3,018
	12 Mos.-81	14,811	15,733	—	9,687	—	9,012	—	—	—	—	1,519	—	—	—	—	50,762
26,001-33,000 lbs.	Dec.-81	—	48	—	1,688	—	619	—	—	—	2	76	—	—	—	9	2,442
	12 Mos.-81	—	730	—	25,753	—	14,489	—	—	—	2	520	—	—	—	9	41,503
33,001 lbs. and over	Dec.-81	53	1,255	—	778	799	1,068	—	701	1,526	39	—	637	—	346	330	7,532
	12 Mos.-81	1,249	12,007	—	10,153	9,329	22,302	—	10,036	16,473	252	—	7,326	—	3,969	1,862	94,958
Total	Dec.-81	46,200	13,952	10,657	29,784	799	2,266	5,203	701	1,526	41	221	637	1,448	346	351	114,132
	12 Mos.-81	506,656	140,360	80,119	566,175	9,329	46,829	61,431	10,036	16,473	254	2,039	7,326	36,321	3,969	1,909	1,489,226
	12 Mos.-80	471,028	135,575	110,514	532,757	9,649	48,230	50,725	9,143	19,835	—	646	6,437	28,595	5,310	2,665	1,432,109
Trucks with Diesel Engines*	12 Mos.-81	33,566	30,227	—	25,495	9,329	39,212	—	10,036	16,473	254	2,039	7,326	29,142	3,969	1,870	208,938
	12 Mos.-80	36,696	40,077	—	29,556	9,649	36,915	—	9,143	19,835	—	646	6,437	17,525	6,310	1,773	214,562

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Dec.-81	2,872	4,064	290	—	19	8,145
	12 Mos.-81	13,332	15,255	4,304	—	675	33,566
Ford	Dec.-81	—	—	136	1,000	771	1,907
	12 Mos.-81	—	—	1,575	14,064	9,856	25,495
Freightliner	Dec.-81	—	—	—	—	799	799
	12 Mos.-81	—	—	—	—	9,329	9,329
GMC	Dec.-81	850	1,598	640	48	1,243	4,379
	12 Mos.-81	3,315	4,763	7,720	722	11,707	30,227
International	Dec.-81	—	2	371	521	1,065	1,959
	12 mos.-81	—	375	4,218	12,334	22,285	39,212
Kenworth	Dec.-81	—	—	—	—	701	701
	12 Mos.-81	—	—	—	—	10,036	10,036
Mack	Dec.-81	—	—	—	—	1,526	1,526
	12 Mos.-81	—	—	—	—	16,473	16,473
Marmon Motor	Dec.-81	—	—	—	2	39	41
	12 Mos.-81	—	—	—	2	252	254
Mercedes-Benz	Dec.-81	—	—	145	76	—	221
	12 Mos.-81	—	—	1,519	520	—	2,039
Peterbilt	Dec.-81	—	—	—	—	637	637
	12 Mos.-81	—	—	—	—	7,326	7,326
Volkswagen	Dec.-81	1,448	—	—	—	—	1,448
	12 Mos.-81	29,142	—	—	—	—	29,142
White	Dec.-81	—	—	—	—	346	346
	12 Mos.-81	—	—	—	—	3,969	3,969
Others	Dec.-81	—	—	—	9	329	338
	12 Mos.-81	—	—	—	9	1,861	1,870
Total	Dec.-81	5,170	6,564	1,582	1,656	7,475	22,447
	12 Mos.-81	47,789	20,393	19,336	27,651	93,769	208,938
	Dec.-80	6,575	68	1,214	2,181	7,113	17,151
	12 Mos.-80	68,868	4,397	12,337	30,958	98,002	214,562

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Dec. 1981	12 Months—1981 Units	12 Months—1981 Value[1]
Vans	5,644	71,036	907,591
Tanks	564	7,113	212,808
Bulk commodity and dry material	154	1,961	54,094
Pole and logging	111	1,134	11,169
Platform	1,667	20,113	175,665
Low-bed heavy haulers (over 10 tons)	671	8,153	102,192
Dump trailers and dump chassis	665	6,516	97,404
Auto transports, All other tractors and chassis	109	1,654	21,559
Total—Complete tractors and chassis	9,585	117,680	1,582,482
Detachable trailers[1]	346	7,249	72,568
Detachable trailers chassis[1]	469	13,356	65,976
Dollies or converter gear	414	17,316	27,481

Source: Industry Division, Bureau of the Census.
[1]Sold separately.
[2]Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Jan. 1982	Sales Calendar Year 1981	Stocks End of Month
Light Duty			
0-6,000 lbs.	75,884	895,947	287,043
6,001-10,000 lbs.	69,620	849,949	194,604
10,001-14,000 lbs.	508	748	966
Medium Duty			
14,001-16,000 lbs.	—	12	—
16,001-19,500 lbs.	49	1,916	337
19,501-26,000 lbs.	2,867	71,993	10,979
Heavy Duty			
26,001-33,000 lbs.	5,613	51,402	20,511
33,001 lbs. and over	7,191	100,334	23,726
Totals—1982	161,732	1,972,301	538,166
Totals—1981	148,981	2,231,516*	594,843

Source: Motor Vehicle Mfrs. Assoc.
*Calendar year 1980.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Dec.-81	169	—	172	—	—	7,886	8,227
	12 Mos.-81	1,671	97	3,710	—	—	29,306	34,784
Ford	Dec.-81	814	551	841	—	—	—	2,206
	12 Mos.-81	11,884	6,902	12,114	—	—	—	30,900
Freightliner	Dec.-81	231	467	101	—	—	—	799
	12 Mos.-81	1,843	6,434	1,108	—	—	—	9,385
GMC	Dec.-81	335	724	913	—	—	2,499	4,471
	12 Mos.-81	4,696	5,028	12,647	—	—	10,315	32,686
International	Dec.-81	115	1,165	158	1,106	—	2	2,546
	12 Mos.-81	2,533	21,405	4,734	18,333	—	433	47,438
Jeep Corp	Dec.-81	—	—	—	—	—	—	—
	12 Mos.-81	—	—	—	—	—	*3,428	*3,428
Kenworth	Dec.-81	272	441	53	—	—	—	766
	12 Mos.-81	2,525	7,024	1,494	—	—	—	11,043
Mack	Dec.-81	30	48	47	—	1,844	29	1,998
	12 Mos.-81	450	749	333	—	18,801	226	20,559
Marmon Motor	Dec.-81	5	35	1	—	—	—	41
	12 Mos.-81	33	239	13	—	—	—	285
Mercedes-Benz	Dec.-81	—	—	—	—	—	221	221
	12 Mos.-81	—	—	—	—	—	2,039	2,039
Peterbilt	Dec.-81	71	300	285	—	—	—	656
	12 Mos.-81	2,392	4,557	866	—	—	—	7,815
Volkswagen	Dec.-81	—	—	—	—	—	1,453	1,453
	12 Mos.-81	—	—	—	—	—	29,867	29,867
White	Dec.-81	−44	668	−198	—	—	—	426
	12 Mos.-81	468	3,325	734	—	—	—	4,527
Others*	Dec.-81	45	62	235	—	—	4	346
	12 Mos.-81	464	547	943	—	—	4	1,958
Totals	Dec.-81	2,043	4,461	2,608	1,106	1,844	12,094	24,156
	12 Mos.-81	28,959	56,307	38,696	18,333	18,801	75,618	236,714
	Dec.-80	2,279	4,827	3,171	2,185	1,769	7,320	21,551
	12 Mos.-80	31,927	55,164	41,451	14,535	21,542	79,527	244,146

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. *Isuzu.

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INDUSTRY TOPICS

States plan more fuel tax increases under "New Federalism"

From CCJ's Washington Bureau

Fewer states plan to increase their motor fuel taxes in 1982 following sound hikes by nearly two dozen states in 1981, according to officials of the Highway Users Federation.

So far this year, only Arizona has increased its levy on gasoline and diesel fuel. The existing eight cents per gallon tax rises to 10 cents on July 1; to 12 cents in July 1983, and peaks at 13 cents a year later.

Eighteen states have introduced legislation this year to hike fuel taxes, including six that increased their fees in 1981. That is a sharp decline, however, from the 40 states that considered similar moves last year. Highway Users notes that 22 states were successful in pushing through those increases.

Federation president Peter Koltnow gave this rundown of state fuel tax actions:

- The Missouri House has agreed to a four cent per gallon increase, subject to voter approval.
- Tennessee, which approved a statewide hike last year, is considering a one-cent local option tax. That measure has passed the House.
- The Virginia state Senate has agreed to a 3% motor fuel excise tax although the House defeated a four cents per gallon increase.
- In Oregon, a referendum is scheduled this month to decide on a one cent per gallon hike.

Other states considering fuel tax legislation include Connecticut, Idaho, Illinois, Indiana, Kansas, Maryland, Massachusetts, Michigan, Mississippi, New York, Oklahoma, Vermont, Washington and West Virginia.

Koltnow believes the system of state increases is a sound policy and could serve as a model for the Reagan administration's "New Federalism."

Malone, Gateway share cost of $26 million fatal accident settlement

BEAUMONT, Tex.—Lawyers for Malone Freight Lines of Birmingham, Ala., and the Gateway Transportation subsidiary of Maislin Transportation of LaCrosse, Wis., agreed to a $26.5 million settlement arising out of a fatal accident in 1981 on Interstate 90 near Utica, N.Y.

The two trucking companies will pay the money to the Richard McWhorter family of Houston, Texas.

The April 17 accident claimed the life of Barbara Mell McWhorter, 36, and her 11-year-old daughter Susan. Mr. McWhorter, 37, a comptroller for an engineering company, sustained permanent brain damage requiring year-round care at a cost of between $35,000 and $85,000 annually. The couple's two sons also sustained injuries.

The multi-million-dollar settlement grew out of a damage suit filed in Federal Court here by the injured man's father, Richard M. McWhorter.

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp	Kenworth	Mack	Marmon Motors	Mercedes-Benz	Peterbilt	Volkswagen of America	Whitet	Others	Total Trucks
Under 6,000 lbs.	Jan.-82	28,165	6,843	6,893	4,906	—	—	1,250	—	—	—	—	—	1,186	—	—	49,243
	12 Mos.-81	288,419	61,960	22,351	137,380	—	—	36,910	—	—	—	—	—	36,321	—	—	583,341
6,001-10,000 lbs.	Jan.-82	17,676	5,084	1,749	19,534	—	1	1,784	—	—	—	—	—	—	—	—	45,828
	12 Mos.-81	201,482	48,802	57,520	383,202	—	1,026	24,521	—	—	—	—	—	—	—	3	716,556
10,001-14,000 lbs.	Jan.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-81	—	—	248	—	—	—	—	—	—	—	—	—	—	—	—	248
14,001-16,000 lbs.	Jan.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15	15
16,001-19,500 lbs.	Jan.-82	23	69	—	—	—	—	—	—	—	—	—	—	—	—	—	92
	12 Mos.-81	695	1,128	—	—	—	—	—	—	—	—	—	—	—	—	20	1,843
19,501-26,000 lbs.	Jan.-82	274	92	—	515	—	576	—	—	—	—	41	—	—	—	—	1,498
	12 Mos.-81	14,811	15,733	—	9,687	—	9,012	—	—	—	—	1,519	—	—	—	—	50,762
26,001-33,000 lbs.	Jan.-82	507	1,191	—	1,409	—	700	—	—	—	—	14	—	—	—	—	3,821
	12 Mos.-81	—	730	—	25,753	—	14,489	—	—	—	2	520	—	—	—	9	41,503
33,001 lbs. and over	Jan.-82	24	619	—	492	773	1,097	—	556	1,009	16	—	509	—	467	61	5,623
	12 Mos.-81	1,249	12,007	—	10,153	9,329	22,302	—	10,036	16,473	252	—	7,326	—	3,969	1,862	94,958
Total	Jan.-82	46,669	13,898	8,642	26,856	773	2,374	3,034	556	1,009	16	55	509	1,186	467	61	106,105
	12 Mos.-81	506,656	140,360	80,119	566,175	9,329	46,829	61,431	10,036	16,473	254	2,039	7,326	36,321	3,969	1,909	1,489,226
	12 Mos.-80	471,028	135,575	110,514	532,757	9,649	48,230	50,725	9,143	19,835	—	646	6,437	28,595	6,310	a2,665	1,432,109
Trucks with Diesel Engines*	Jan.-82	11,059	4,733	—	1,362	773	2,038	—	556	1,009	16	55	509	903	467	61	23,541
	Jan.-81	1,720	3,416	—	1,317	890	3,476	—	853	1,243	—	46	603	1,866	466	143	16,039

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Flxible and trucks shipped by Freightliner to Consolidated Freightways and other dealers. a—Includes 831 AM General

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Jan.-82	3,932	6,827	62	209	19	11,059
	12 Mos.-81	13,332	15,255	4,304	—	675	33,566
Ford	Jan.-82	—	—	82	806	474	1,362
	12 Mos.-81	—	—	1,575	14,064	9,856	25,495
Freightliner	Jan.-82	—	—	—	—	773	773
	12 Mos.-81	—	—	—	—	9,329	9,329
GMC	Jan.-82	1,438	2,232	23	424	616	4,733
	12 Mos.-81	5,315	4,763	7,720	722	11,707	30,227
International	Jan.-82	—	—	341	600	1,097	2,038
	12 Mos.-81	—	375	4,218	12,334	22,285	39,212
Kenworth	Jan.-82	—	—	—	—	556	556
	12 Mos.-81	—	—	—	—	10,036	10,036
Mack	Jan.-82	—	—	—	—	1,009	1,009
	12 Mos.-81	—	—	—	—	16,473	16,473
Marmon Motor	Jan.-82	—	—	—	—	16	16
	12 Mos.-81	—	—	—	2	252	254
Mercedes-Benz	Jan.-82	—	—	41	14	—	55
	12 Mos.-81	—	—	1,519	520	—	2,039
Peterbilt	Jan.-82	—	—	—	—	509	509
	12 Mos.-81	—	—	—	—	7,326	7,326
Volkswagen	Jan.-82	903	—	—	—	—	903
	12 Mos.-81	29,142	—	—	—	—	29,142
Volvo White	Jan.-82	—	—	—	—	467	467
	12 Mos.-81	—	—	—	—	3,969	3,969
Others	Jan.-82	—	—	—	—	61	61
	12 Mos.-81	—	—	—	9	1,861	1,870
Total	Jan.-82	6,273	9,069	549	2,053	5,597	23,541
	12 Mos.-81	47,789	20,393	19,336	27,651	93,769	208,938
	Jan.-81	4,822	48	1,469	2,298	7,402	16,039
	12 Mos.-80	68,868	4,397	12,337	30,958	98,002	214,562

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1982 TRUCK TRAILER SHIPMENTS

Type of Trailer	Jan. 1982	12 Months—1981 Units	12 Months—1981 Value²
Vans	4,298	71,032	907,557
Tanks	523	7,125	213,336
Bulk commodity and dry material	104	1,962	54,024
Pole and logging	117	1,134	11,169
Platform	1,235	20,109	175,681
Low-bed heavy haulers (over 10 tons)	558	8,178	102,816
Dump trailers and dump chassis	557	6,517	97,414
Auto transports	95	1,650	21,461
All other tractors and chassis			
Total—Complete tractors and chassis	7,487	117,707	1,583,528
Detachable trailers¹	220	7,239	72,532
Detachable trailers chassis¹	504	13,356	65,976
Dollies or converter gear	288	17,346	27,481

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups¹	Sales Feb. 1982	Sales Calendar Year 1982	Stocks End of Month
Light Duty			
0-6,000 lbs.	95,591	171,475	276,149
6,001-10,000 lbs.	76,258	145,878	185,539
10,001-14,000 lbs.	410	918	1,064
Medium Duty			
14,001-16,000 lbs.	—	—	—
16,001-19,500 lbs.	119	168	368
19,501-26,000 lbs.	2,681	5,548	11,478
Heavy Duty			
26,001-33,000 lbs.	5,068	10,681	21,785
33,001 lbs. and over	5,936	13,127	23,322
Totals—1982	186,063	347,795	519,705
Totals—1981	162,329	311,310	579,842

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Jan.-82	102	—	220	—	—	10,882	11,204
	12 Mos.-81	1,671	97	3,710	—	—	29,306	34,784
Ford	Jan.-82	709	248	516	—	—	—	1,473
	12 Mos.-81	11,884	6,902	12,114	—	—	—	30,900
Freightliner	Jan.-82	142	531	100	—	—	—	773
	12 Mos.-81	1,843	6,434	1,108	—	—	—	9,385
GMC	Jan.-82	296	388	418	—	—	3,759	4,861
	12 Mos.-81	4,696	5,028	12,647	—	—	10,315	32,686
International	Jan.-82	110	971	188	1,063	—	1	2,333
	12 Mos.-81	2,533	21,405	4,734	18,333	—	433	47,438
Jeep Corp.	Jan.-82	—	—	—	—	—	*35	*35
	12 Mos.-81	—	—	—	—	—	*3,428	*3,428
Kenworth	Jan.-82	169	376	92	—	—	—	637
	12 Mos.-81	2,525	7,024	1,494	—	—	—	11,043
Mack	Jan.-82	12	40	33	—	1,111	18	1,214
	12 Mos.-81	450	749	333	—	18,801	226	20,559
Marmon Motor	Jan.-82	2	12	2	—	—	—	16
	12 Mos.-81	33	239	13	—	—	—	285
Mercedes-Benz	Jan.-82	—	—	—	—	—	55	55
	12 Mos.-81	—	—	—	—	—	2,039	2,039
Peterbilt	Jan.-82	229	265	36	—	—	—	530
	12 Mos.-81	2,392	4,557	866	—	—	—	7,815
Volkswagen	Jan.-82	—	—	—	—	—	913	913
	12 Mos.-81	—	—	—	—	—	29,867	29,867
Volvo White	Jan.-82	55	382	83	—	—	—	520
	12 Mos.-81	468	3,325	734	—	—	—	4,527
Others	Jan.-82	6	13	46	—	—	—	65
	12 Mos.-81	464	547	943	—	—	4	1,958
Totals	Jan.-82	1,832	3,226	1,734	1,063	1,111	15,663	24,629
	12 Mos.-81	28,959	56,307	38,696	18,333	18,801	75,618	236,714
	Jan.-81	2,266	4,086	3,099	1,748	1,336	5,660	18,195
	12 Mos.-80	31,927	55,164	41,451	14,535	21,542	79,527	244,146

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds. *Isuzu.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Marmon Motors	Mercedes-Benz	Peterbilt	Volkswagen of America	Volvo White†	Others	Total Trucks
Under 6,000 lbs.	Feb.-82	29,881	*,105	4,596	19,417	—	—	2,467	—	—	—	—	—	1,739	—	—	65,205
	2 Mos.-82	58,046	13,948	11,489	24,323	—	—	3,717	—	—	—	—	—	2,925	—	—	114,448
6,001-10,000 lbs.	Feb.-82	17,035	5,143	1,220	26,246	—	2	2,333	—	—	—	—	—	—	—	—	51,979
	2 Mos.-82	24,711	10,227	2,969	45,780	—	3	4,117	—	—	—	—	—	—	—	—	97,807
10,001-14,000 lbs.	Feb.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	2 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,001-16,000 lbs.	Feb.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	2 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001-19,500 lbs.	Feb.-82	31	64	—	—	—	—	—	—	—	—	—	—	—	—	—	95
	2 Mos.-82	54	133	—	—	—	—	—	—	—	—	—	—	—	—	—	187
19,501-26,000 lbs.	Feb.-82	264	251	—	583	—	1,014	—	—	—	—	108	—	—	—	—	2,220
	2 Mos.-82	538	343	—	1,098	—	1,590	—	—	—	—	227	—	—	—	—	3,796
26,001-33,000 lbs.	Feb.-82	628	1,082	—	2,235	—	1,256	—	—	—	—	38	—	—	—	—	5,239
	2 Mos.-82	1,135	2,273	—	3,644	—	1,956	—	—	—	—	88	—	—	—	—	9,096
33,001 lbs. and over	Feb.-82	38	756	—	932	05	1,640	—	521	1,033	16	—	431	—	269	52	6,193
	2 Mos.-82	62	1,375	—	1,424	,278	2,737	—	1,077	2,042	32	—	940	—	673	113	11,753
Total	Feb.-82	47,877	14,401	5,816	49,413	505	3,912	4,800	521	1,033	16	146	431	1,739	269	52	130,931
	2 Mos.-82	94,546	28,299	14,458	78,269	1,278	6,286	7,834	1,077	2,042	32	315	940	2,925	673	113	237,087
	2 Mos.-81	96,186	29,521	6,692	71,170	1,638	8,761	8,677	1,856	2,605	—	172	1,197	6,715	836	296	238,862
Trucks with Diesel Engines*	2 Mos.-82	20,113	9,739	—	3,333	1,278	5,370	—	1,077	2,042	32	315	940	2,242	673	113	47,487
	2 Mos.-81	2,804	5,279	—	3,128	1,638	7,186	—	1,856	2,605	—	172	1,197	5,007	836	296	32,004

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Flxible and trucks shipped by Freightliner to Consolidated Freightways and other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Feb.-82	3,603	5,235	35	156	25	9,054
	2 Mos.-82	7,535	12,072	97	385	44	20,113
Ford	Feb.-82	—	—	114	1,162	915	2,191
	2 Mos.-82	—	—	196	1,968	1,389	3,553
Freightliner	Feb.-82	—	—	—	—	505	505
	2 Mos.-82	—	—	—	—	1,278	1,278
GMC	Feb.-82	1,560	2,254	—	445	747	5,006
	2 Mos.-82	2,998	4,486	23	869	1,363	9,739
International	Feb.-82	—	1	585	1,106	1,640	3,332
	2 mos.-82	—	1	926	1,706	2,737	5,370
Kenworth	Feb.-82	—	—	—	—	521	521
	2 Mos.-82	—	—	—	—	1,077	1,077
Mack	Feb.-82	—	—	—	—	1,033	1,033
	2 Mos.-82	—	—	—	—	2,042	2,042
Marmon Motors	Feb.-82	—	—	—	—	16	16
	2 Mos.-82	—	—	—	—	32	32
Mercedes-Benz	Feb.-82	—	—	186	74	—	260
	2 Mos.-82	—	—	227	88	—	315
Peterbilt	Feb.-82	—	—	—	—	431	431
	2 Mos.-82	—	—	—	—	940	940
Volkswagen	Feb.-82	1,339	—	—	—	—	1,339
	2 Mos.-82	2,242	—	—	—	—	2,242
Volvo White	Feb.-82	—	—	—	—	206	206
	2 Mos.-82	—	—	—	—	673	673
Others	Feb.-82	—	—	—	—	52	52
	2 Mos.-82	—	—	—	—	113	113
Total	Feb.-82	6,502	7,490	920	2,943	6,091	23,946
	2 Mos.-82	12,775	16,559	1,469	4,996	11,688	47,487
	Feb.-81	3,894	31	1,440	2,515	8,085	15,965
	2 Mos.-81	8,716	79	2,909	4,813	15,487	32,004

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1982 TRUCK TRAILER SHIPMENTS

Type of Trailer	Feb. 1982	2 Months—1982 Units	2 Months—1982 Value*
Vans	4,955	9,282	124,454
Tanks	517	1,060	31,521
Bulk commodity and dry material	98	205	6,097
Pole and logging	111	228	1,684
Platform	1,262	2,488	22,542
Low-bed heavy haulers (over 10 tons)	442	987	13,610
Dump trailers and dump chassis	844	1,357	19,304
Auto transports	119	217	4,287
All other tractors and chassis			
Total—Complete tractors and chassis	8,348	15,824	223,499
Detachable trailers†	203	455	5,166
Detachable trailers chassis†	564	1,013	5,931
Dollies or converter gear	300	597	2,838

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Mar. 1982	Sales Calendar Year 1982	Stocks End of Month
Light Duty			
0-6,000 lbs.	124,021	295,496	268,210
6,001-10,000 lbs.	107,028	252,906	178,659
10,001-14,000 lbs.	341	1,259	743
Medium Duty			
14,001-16,000 lbs.	—	—	—
16,001-19,500 lbs.	198	366	436
19,501-26,000 lbs.	3,460	9,008	11,738
Heavy Duty			
26,001-33,000 lbs.	6,957	17,638	21,816
33,001 lbs. and over	6,875	20,002	24,500
Totals—1982	248,880	596,675	506,102
Totals—1981	188,658	499,968	581,724

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Feb.-82	66	—	158	—	—	8,942	9,166
	2 Mos.-82	168	—	378	—	—	19,824	20,370
Ford	Feb.-82	1,147	575	673	—	—	—	2,395
	2 Mos.-82	1,856	823	1,189	—	—	—	3,868
Freightliner	Feb.-82	115	354	32	—	—	—	505
	2 Mos.-82	261	885	132	—	—	—	1,278
GMC	Feb.-82	284	403	559	—	—	3,912	5,158
	2 Mos.-82	580	791	977	—	—	7,671	10,019
International	Feb.-82	192	1,422	279	1,912	—	2	3,807
	2 Mos.-82	302	2,393	467	2,975	—	3	6,140
Jeep Corp.	Feb.-82	—	—	—	—	—	106	106
	2 Mos.-82	—	—	—	—	—	141	141
Kenworth	Feb.-82	125	333	92	—	—	—	550
	2 Mos.-82	294	709	184	—	—	—	1,187
Mack	Feb.-82	18	105	24	—	1,113	3	1,263
	2 Mos.-82	30	145	57	—	2,224	21	2,477
Marmon Motors	Feb.-82	—	16	—	—	—	—	16
	2 Mos.-82	2	28	2	—	—	—	32
Mercedes-Benz	Feb.-82	—	—	—	—	—	260	260
	2 Mos.-82	—	—	—	—	—	315	315
Peterbilt	Feb.-82	156	240	53	—	—	—	449
	2 Mos.-82	385	505	89	—	—	—	979
Volkswagen	Feb.-82	—	—	—	—	—	1,351	1,351
	2 Mos.-82	—	—	—	—	—	2,264	2,264
Volvo White	Feb.-82	23	161	35	—	—	—	219
	2 Mos.-82	78	543	118	—	—	—	739
Others	Feb.-82	12	14	27	—	—	—	53
	2 Mos.-82	18	27	73	—	—	—	118
Totals	Feb.-82	2,142	3,623	1,932	1,912	1,113	14,576	25,298
	2 Mos.-82	3,974	6,849	3,666	2,975	2,224	30,239	49,927
	Feb.-81	2,383	4,627	3,230	1,542	1,436	4,910	18,128
	2 Mos.-81	4,649	8,713	6,329	3,290	2,772	10,570	36,323

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds. *Isuzu.

AMERICA'S TOP 100 REGULATED CARRIERS...PLUS

TOP 100 FOR-HIRE CARRIERS REPORT INCREASED PROFITS BUT HIDDEN FACTORS MAY DISTORT RESULTS

By **CARL GLINES,** *Managing Editor;*
DOROTHY DINUNZIO, *Editor of Directories and Special Projects;*
PAUL REDDY, *Statistical Editor*

President Reagan's 1981 Tax Recovery Act may account for the high level of profitability reflected in some of the annual returns filed by the nation's Top 100 motor carriers, but unfortunately the details are likely to remain hidden from industry observers. In the meantime, the bottom line is up for nearly 75% of this year's Top 100 trucking carriers.

■ THE BIG BOYS are making money.

Strange as it must sound, after a year or more of gloom and doom talk, the big boys in this country's for-hire motor carrier industry are earning profits. And anybody who says or thinks differently isn't reading the balance sheets accurately.

Profitability is up. That's the bottom line as reflected by the annual reports filed for 1981 with the Interstate Commerce Commission by the nation's Top 100 carriers and reported to CCJ by Trinc Transportation Consultants of Washington, D.C., a division of Dun & Bradstreet.

Where 51 motor carriers in last year's Top 100 reported net losses after taxes for 1980—a truly devastating year—this year a total of 73 carriers, including seven who continue to lose money, reported substantial increases in profitability. And that doesn't take into account nine carriers who, this June, are among the Top 100 for the first time. That means there is no way to compare their particular financial performances last year with 1980.

There is only one way this 1981 financial data can be accurately interpreted. That is to conclude that the major for-hire truckers in this country have come to an accommodation with not only the recession and high labor rates, but with widespread rate cutting, discounts, loss of truck load freight and, in general, the deregulatory environment in which 1981 was the first full year the industry operated since President Carter's Regulatory Reform Act was signed into law in the summer of 1980.

There is strong evidence to suggest that tax benefits provided by President Reagan's 1981 Tax Recovery Act acted to boost some motor carrier income. In the case of Consolidated Freightways, it accounted for $14.2 million or $1.07 a share in stockholder equity.

One problem associated with 1981 net after tax figures goes back to returns filed last year for 1980. Those returns reflected, in many cases, large-scale tax write-offs for operating rights lost under the Motor Carrier Reform Act. Those write-offs may have reflected deficits for 1980. Later, the write-offs were disallowed and tax credits spread over five years were legislated under the administration's tax recovery bill. Unfortunately, without an individual, case-by-case survey, there is no way to determine who took what and when.

The bottom line is that for the Top 50 carriers, net income increased $533,740,000 in '81 to $606,425,000 from $72,685,000. For the Top 100, the increase was $644,001,000 to $657,893,000 from $13,892,000. Even more significant, perhaps, is the fact that the rate of profitability for the Top 50 carriers, when compared to all in the Top 100, was almost five to one. That's another reflection of the deregulated environment at work, meaning the big get bigger and the smaller get bought up or go broke. Harsh conclusions, unfortunately, for carriers accustomed to operating for decades in a monopoly protected atmosphere. But the figures speak very clearly, very loudly and also very dramatically. It is surely

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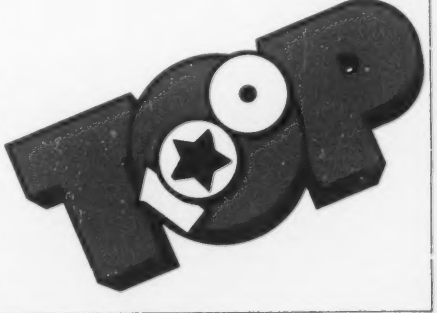


an indication of things to come.

It's true, of course, that some motor carriers have gone bankrupt or liquidated over the last 12 to 18 months. But the big, unanswerable question is whether those carriers are no longer in business because of poor management, because they failed to adjust quickly to changing market conditions, or simply because of the general economy.

As interesting as the answers might be, we are not likely to find out unless all of those involved are willing to voluntarily submit themselves to the agony of the confessional box.

What we do know, however, is the majority of those companies in the Top 100 category—nearly 75%—did make money last year and, in some cases, substantially increased their level of profitability. There is, contrary to what many industry leaders have been saying for months now, significant financial viability in today's for-hire carrier environment.

There is no better example of that viability than that reflected by such carriers as Roadway, Consolidated Freightways, Yellow Freight or Ryder.

In 1981, Roadway (considered the country's number one general commodities trucker because of the special freight restrictions under which United Parcel Service operates) operating revenues actually declined $23,880,000 from $1,153,826,000 in 1980 to $1,129,946,000. Yet, the company's net income after taxes—the figure that really counts—increased by more than 100% to $83,661,000 from $41,696,000. That's an increase of $41,965,000.

Consider Consolidated Freightways, now fully committed to just hauling freight following the sale last year of its Freightliner manufacturing subsidiary to Daimler-Benz. This year the company reported its 1981 net profit at $67,040,000, or $52,889,000 over 1980's return of $14,151,000. Anyway one looks at it, that's a significant increase.

Yellow Freight System of Shawnee Mission, Kan., is another example. In 1981, Yellow reported net losses for 1980 of $14,547,000. For 1981, Yellow not only wiped out that $14.5 million deficit, but actually reported a profit of $32,615,000. What that really means is that Yellow made $47,162,000. Again, how much of the swing from loss to profit in the case of Yellow Freight is reflected by tax credits is unknown, just as it is unknown in interpreting the profitability of the others in the Top 100.

An interesting sidebar to this unfolding story is that Carolina Freight Carriers of Cherryville, N.C., ranked 16th in the Top 100 for the last two years, reported a $7.49 million profit for last year on revenues of $259 million. Because it has had a profitable year, Carolina Freight filed a libel suit last month against McGraw-Hill's *Business Week* magazine. *Business Week*, in a recent issue, suggested Carolina Freight was in financial difficulty. Obviously, officials at Carolina Freight disagree with that assessment. They are seeking $20 million in damages.

Because still other unknown factors can enter into the reporting, such as income from a leasing subsidiary, unexpected tax write-offs or adjustments, proceeds from the sale of real estate, or other unusual accounting procedures, some carriers have reported profits despite the fact expenses exceeded revenue. A typical example is Gordons Transport of Memphis. Gordons reported earning $283,000, despite a negative operating ratio of 100.4. Another is Graves of Salina, Kan., a division of American National Resources. Graves reported net income of $384,000 while expenses exceeded revenue and the carrier had a negative operating ratio of 101.4.

Other unusual situations that observers should take into account include those carriers reporting losses although they did have a favorable revenue to expense ratio, together with an operating ratio that was on the plus side. Examples include R.W. Service Systems of Taylor, Mich., reporting a loss of $1.5 million. R.W. had an OR in '81 of 99.6. United Transport of Oklahoma City reports losses of $1.24 million, but an OR of 99.8.

Importantly, seven carriers who reported losses for 1980 reduced those losses in '81, although they still continue to run deficits. They include IMFS of Grand Rapids, Mich.; IML Freight of Salt Lake City, and Branch Motor Express of New York.

IMFS was formerly called Interstate Motor Freight System. The company was restructured in June 1981, into six subsidiaries. They include IMFS; Direct Transportation Systems, Ltd; Central Michigan Trucking; Southwest Freightlines, Inc.; Interstate System Steel Division, Inc.; and Transportation & Business System, Inc.

Others in the Top 100 reporting losses for 1981 are Frozen Food Express of Dallas; System 88 of Oakland, Calif.; Pacific Motor Trucking of San Francisco; and Pilot Freight Carriers of Winston-Salem.

Pilot Freight became a victim of the acquisition movement and is now owned by Thomas Nationwide Transport of Canada.

Coupled with those reporting losses are a few, which for one reason or another, filed for bankruptcy or liquidated in the past 12 to 18 months. They include T.I.M.E-DC, whose management charges it was a victim of a deliberate plot by the International Brotherhood of Teamsters to negotiate a "livable contract;" Eazor Express of Pittsburgh; Jones Motor Co. of Spring City, Pa.; Spector-Red Ball of Dallas; and Cooper-Jarrett of Orange, N.J. Jones succumbed to labor problems and Eazor to loss in market share.

It is also interesting to note that, in all of these cases, the carriers involved have elected to continue operating their special commodities division using owner operators, while many filed their general commodities operations for bankruptcy.

One of the major questions being asked wherever motor carrier executives gather is just what is a special commodity today? Under regulation, the list of so-called "special commodities" was very specific, and

Continued

this category of freight was almost always hauled by independent operators.

Today, that situation no longer seems to apply and observers say almost everyone—from common carriers, private carriers to owner operators—are hauling special commodities without regard for Interstate Commerce Commission regulations or enforcement.

American Trucking Associations insist the industry has had, and continues to have, a terrible time financially. It cites a long list of carriers who have left the industry supposedly for economic reasons.

But a close examination of that list, prepared by the Regular Common Carrier Conference for the five-year period covering 1977 through '81, shows that fewer carriers went bankrupt last year than in any of the other five years. In fact, 11 left the industry in 1978, 18 months before the Motor Carrier deregulation Act was even signed into law. Still another 15 closed down in 1980. But in 1981, reportedly the worst year of all, only five went out of business, according to ATAs' own report, released by the RCCC in January.

The bankruptcies and failures that have occurred—and no question they have happened—cannot, however, be all attributed to the current 12 to 18-month recession.

For example, T.I.M.E-DC in Lubbock, Texas, will tell you that while the company was far from being the largest employer in Lubbock, it was highest paying employer. Under T.I.M.E-DC's labor contract, even secretaries were included in the Teamsters' bargaining unit, and some of them were being paid as much as $24,000 annually. T.I.M.E-DC closed because management believed it could not sustain or recover from a long strike which the union threatened. That made a system-wide shutdown prudent, even though it was the most painful decision of all.

Cooper-Jarrett is a good example of corporate management gone astray. Torn within because of an ever-changing front office, inept management and subsequent policy differences, the company sustained devastating losses two years in a row when winter snows battered Chicago, one of the company's most important revenue-generating cities. With high operating costs and a mounting cash flow problem, Cooper-Jarrett was never able to fully recover, although the company went through a change of ownership and the infusion of new capital. A system-wide program of substantial employee loans designed to alleviate the company's most pressing financial problem, liquidity, only delayed the bankruptcy.

Still others, like Spector Red Ball, never in really good financial health, elected to go the merger

Continued

Index To The Top 100 As Ranked By Revenue

	1981	1980
ABF Freight System	13	13
A-P-A Transport	76	85
Aero Mayflower	24	26
Allied Van Lines	11	11
American Freight System	19	19
Anchor Motor Freight	28	24
Associated Truck Lines	29	34
Atlas Van Lines	45	45
BN Transport	83	87
Bekins Van Lines	34	43
Bowman Transportation	35	35
Branch Motor Express	39	42
Briggs Transportation	85	88
Brown Transport	43	44
C & H Transportation	38	37
CRST Inc.	86	—
C W Transport	58	58
Campbell "66"	65	68
Carolina Freight	16	16
Central Freight	22	30
Central Transport	49	57
Chemical Express	91	94
Chemical Leaman	31	28
Coastal Tank	71	65
Commercial Carriers	59	62
Commercial Lovelace	66	64
Complete Auto Transit	50	51
Consolidated Freightways	4	4
Delta Lines	41	40
Duff Truck Line	100	—
ETMF Freight	25	20
Eazor Express	96	91
F-B Truck Lines	69	—
Farmer, E. L. & Co.	93	—
Frozen Food Express	87	79
Garrett Freightlines	36	36
Georgia Highway Express	64	74
Getter Trucking	97	—
Gordons Transports	55	54
Graves Truck Lines	78	77
Global Van Lines	77	72
Groendyke	88	90
Hall's Motor Transit	20	22
Holland Motor Express	95	—
IMFS Inc.	18	18
I M L Freight	33	31
Illinois-California Exp.	51	50
Internatl. Transport	42	46
Interstate Contract Carriers	81	98
Jones Motor Co.	47	39
Jones Truck Lines	57	69
Lee Way Motor Freight	21	21
Ligon Spec. Haulers	63	71
M & G Convoy	89	—
Mason & Dixon	30	27
Matlack, Inc.	23	23
McLean Trucking	7	6
Merchants	53	56
Midwest Coast Transpt.	84	83
Midwest Emery	54	52
Midwestern Distribution	92	89
Milne Truck	82	82
Motor Convoy	94	—
Motor Freight Express	72	73
Murphy Motor Freight	68	66
National Freight	70	75
No. American Van Lines	8	8
Nu-Car Carriers	80	80
Old Dominion	60	81
Overnite Transptn.	14	14
P.I.E.	9	10
Pacific Motor	56	53
Pilot Freight	40	41
Preston Trucking	27	29
R-W Service System	75	—
Refrigerated Transport	46	48
Riss Internatl. Corp.	62	70
Roadway Express	3	2
Ryder Truck Lines	6	7
St. Johnsbury	44	49
Santa Fe Trail	90	76
Schneider Transport	32	32
Schwerman Trucking	73	63
Shaw, Willis	98	92
Signal Delivery	26	25
Smith's Transfer	12	12
Spector Red Ball	10	9
System 99	74	59
T.I.M.E.-DC	37	33
Thurston Motor	61	60
Transcon Lines	15	17
Tri-State Motor	48	47
Turner Bros. Trucking	99	—
United Parcal (Ill.)	1	1
United Parcel (NY)	2	3
United Transport	79	78
United Van Lines	17	15
Watkins Motor	52	55
Yellow Freight	5	5

route in an attempt to overcome financial ailments. But as so often happens in for-hire trucking, a lack of compatibility in equipment, maintenance procedures, computers for handling billing and accounts receivable, traffic lanes and differing management styles are destined to doom a corporate marriage almost before the honeymoon is over.

One such merger which the industry will be watching carefully involves McLean Trucking of Winston-Salem and Meridian Express of Dallas. Meridian Express will be the surviving parent. Interestingly, Meridian doesn't even appear in the Top 200 list of motor carriers, yet it is prepared to swallow up a giant that's been ranked consistently in the Top 10.

The merger, slated to be implemented this July, comes at a time when McLean is reporting losses of $1.4 million for 1981 and pre-tax losses for the first quarter of '82 of $11.1 million.

Another merger which will bear careful watching in the coming weeks and months involves Midwestern Distribution by Leaseway Transportation Corp. of Cleveland. An owner operator operation headquartered in Ft. Scott, Kan., Midwestern Distribution will be diversified into an LTL operation to be called Leaseway Express. Leaseway Express is predicted to produce a 7% operating margin through continued use of owner operators.

In trying to uncover the emplex reasons for the degree of profitability reported by most in the Top 100 in admittedly "hard times," observers may want to examine the statistics on equipment in service in 1981 versus '80. The figures show that, last year, the Top 100 carriers used 2015 fewer trucks, 7909 fewer tractors and 17,322 fewer trailers. The bottom line, which may account for part of the profit upswing, was that 27,246 fewer highway vehicles were in service.

However, despite all this "surplus" equipment parked against the fence, the average number of maintenance employees reported employed by the Top 100 was up by 193. Tire related costs were reported down nearly $500,000, but overall maintenance expenditures were up. That can only mean carriers spent more in 1981 to keep fewer pieces of revenue equipment operating.

Finally, there are several other observations worth noting. One is that figures for Maislin Transport of Canada and Delaware, and Maislin's subsidiary, Gateway Transportation, do not appear in this year's Top 100 because the companies had not filed as of May 30. A spokesman for Maislin in Canada attributed the reporting delay to "an unusually heavy turnover in the accounting department." The company said it would be filing in a few weeks.

It should be noted, too, that tonnage carried by UPS goes unreported. That's because UPS reports only the number of packages it handles. Supplemental data obtained by CCJ shows that in 1981, the combined UPS divisions processed 1.56 billion packages.

Also, in instances where carriers report few or even no owned equipment, the answer is that they either rely on owner operators for power as in the case of household movers, or they lease equipment from a subsidiary as does St. Johnsbury Trucking, a subsidiary of Sun Company.

(Editor's note: On May 31, American Trucking Associations said the motor carrier industry "... in 1981 experienced its worst financial results since 1960, according to figures submitted to the ICC." ATA said carriers' after-tax income declined 13.9% and represented a profit margin of only 1.74 cents. It should be remembered that ATAs' figures are based on reports filed by 1448 Class I and II carriers while CCJ's report is confined to the Top 100.)

Additional Data On the Top 100

To assure strict comparability, all data in the following tables have been extracted from official annual reports as submitted to the Interstate Commerce Commission by the carriers. Many of the carriers, however, operate subsidiary companies or are themselves part of large corporations. Numbers correspond to 1981 "rank" by Gross Operating Revenue.

1 & 2: Both *United Parcel* companies are wholly owned subsidiaries of United Parcel Co. of America (Greenwich, CT). On a consolidated revenue basis, UPS is nation's largest privately-owned fleet.

3: *Roadway Express* remains the nation's No. 1 general commodity carrier.

4: *Consolidated Freightways Corp.* acquired authorities of East Nebraska Motor Freight in 1981. CF is wholly owned subsidiary of Consolidated Freightways Inc. which sold its Freightliner Corp. to Mercedes-Benz.

6 & 9: *Ryder Truck Lines* and *Pacific Intermountain Express* are subsidiaries of IU International Management Corp., (Philadelphia).

7: *McLean Trucking* is in the process of merging with Meridian Express with Meridian as surviving company. Deal is subject to McLean's first six-month loss not exceeding $16 million.

8 & 21: *North American Van Lines* and *Lee Way Motor Freight* are owned by Pepsi Co. Inc.

17: *United Van Lines* is primarily owned by its independent "agent" companies.

18: *IMFS Inc.* is the new name of Interstate Motor Freight System.

20: *Hall's Motor Transit* is owned by Tiger International Inc. and absorbed Dohrn Transfer Co. in 1981.

23: *Matlack, Inc.* is owned by RLC Corp., Wilmington, Del. which also owns Rollins Truck Leasing.

26: *Signal Delivery Service* is a contract carrier serving principally Sears Roebuck & Co. and Whirlpool Corp. It is 80% owned by Leaseway Transportation Corp. and 20% by Sears Roebuck & Co.

28: *Anchor Motor Freight* is owned by Leaseway Transportation Corp.

40: *Pilot Freight Carrier, Inc.* sold to Thomas Nationwide Transport (Canada) in 1981.

41: *Delta Lines* is subsidiary of Delta California Industries which also controls California Motor Express.

42: *International Transport* absorbed Dealer Transit, Inc. in 1981.

50: *Complete Auto Transit* is owned by Ryder System, Inc.

59: *Commercial Carriers, Inc.* was purchased by Ryder System, Inc. in 1981.

64: *Georgia Highway Express* absorbed Fuller Transportation in 1981.

90: *Santa Fe Trail Transporation* is owned by Santa Fe Industries whose principal business is the Atchison, Topeka and Santa Fe Railroad Co.

91: *Chemical Express* merged with Red Bird Enterprises, Inc., a leasing company (Dec. '81).

92: *Midwestern Distribution* was acquired by Leaseway Transportation Corp. in 1981.

1981'S TOP 100

Rank[1] '81	'80	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
1	1	**United Parcel Service—OH, St. Charles, IL**	**CMGF**	**$3289780**	**$2914417**	**$197587**	**25340**	**3796**	**12587**	**$213233**
2	3	**United Parcel Service—NY, New York, NY**	**CMGF**	**1328653**	**1247099**	**39256**	**10014**	**1554**	**5086**	**92589**
3	2	**Roadway Express, Akron, OH**	**CMGF**	**1129946**	**1038329**	**63661**	**1145**	**7377**	**13797**	**78076**
4	4	**Consolidated Freightways, Portland, OR**	**CMGF**	**909489**	**823461**	**67040**	**269**	**6127**	**16838**	**76818**
5	5	**Yellow Freight System, Kansas City, MO**	**CMGF**	**884870**	**856648**	**32615**	**584**	**5266**	**12830**	**66806**
6	7	Ryder Truck Lines, Jacksonville, FL	CMGF	661939	619410	24980	848	2864	9607	33073
7	6	McLean Trucking, Winston-Salem, NC	CMGF	585477	593526	1455	427	4223	8344	50798
8	9	North American Van Lines, Fort Wayne, IN	CMHG	495297	469787	22146	2	37	5838	N/A
9	10	Pacific Intermountain Express, Oakland, CA	CMGF	426912	414590	10305	390	2314	6929	26149
10	9	Spector Red Ball Inc., Dallas, TX	CMGF	412831	429298	22785d	137	3233	7565	27892
11	11	**Allied Van Lines, Broadview, IL**	**CMHG**	**302638**	**302237**	**2712**	**0**	**0**	**496**	**N/A**
12	12	**Smith's Transfer, Staunton, VA**	**CMGF**	**300307**	**292960**	**9061**	**408**	**2658**	**5003**	**21362**
13	13	**ABF Freight System Inc, Fort Smith, AR**	**CMGF**	**292396**	**286352**	**11002**	**147**	**1846**	**4048**	**14134**
14	14	**Overnite Transportation, Richmond, VA**	**CMGF**	**288741**	**248863**	**27710**	**297**	**2741**	**5700**	**25068**
15	17	**•Transcon Lines, Los Angeles, CA**	**CMGF**	**263071**	**263142**	**5920**	**na**	**na**	**na**	**na**
16	16	Carolina Freight Carriers, Cherryville, NC	CMGF	259247	248695	7491	179	1874	3781	20315
17	15	United Van Lines, Fenton, MO	CMHG	258779	258948	1103	0	0	75	N/A
18	18	IMFS Inc., Grand Rapids, MI	CMGF	255460	262494	516	112	1564	3826	13205
19	19	American Freight System, Sioux Falls, SD	CMGF	238630	235317	7977	94	1760	4565	14856
20	22	Hails Motor Transit, Mechanicsburg, PA	CMGF	234364	240456	3904d	74	1967	4334	18513
21	21	**Lee Way Motor Freight, Oklahoma City, OK**	**CMGF**	**215931**	**224274**	**5123**	**153**	**1428**	**3952**	**13804**
22	30	**Central Freight Lines, Waco, TX**	**CMGF**	**202131**	**189347**	**8195**	**800**	**803**	**2564**	**14864**
23	23	**Mallack Inc., Lansdowne, PA**	**CMLP**	**200135**	**182337**	**7850**	**10**	**1259**	**3340**	**18629**
24	26	**Aero Mayflower Transit, Indianapolis, IN**	**CMHG**	**199678**	**195693**	**2962**	**0**	**11**	**1038**	**N/A**
25	20	**ETMF Freight System, Dallas, TX**	**CMGF**	**198863**	**207891**	**1710**	**143**	**566**	**408**	**9620**
26	25	Signal Delivery Service, Hinsdale, IL	CTRS	194198	184825	7071	370	1405	5486	13589
27	29	Preston Trucking, Preston, MD	CMGF	194124	186220	6267	39	1426	1841	12781
28	24	Anchor Motor Freight, Cleveland, OH	CTMV	183974	175899	5442	0	1928	2109	15515
29	34	Associated Truck Lines, Grand Rapids, MI	CMGF	178982	180740	2011	36	1231	3305	10606
30	27	Mason & Dixon Lines, Kingsport, TN	CMGF	178070	176363	1370	189	1219	2505	10548
31	28	**Chemical Leaman Tank Lines, Downingtown, PA**	**CMLP**	**176367**	**170477**	**2289**	**0**	**1130**	**2963**	**22353**
32	32	**•Schneider Transport Inc., Green Bay, WI**	**CMSC**	**168803**	**167805**	**56d**	**na**	**na**	**na**	**na**
33	31	**I M L Freight, Salt Lake City, UT**	**CMGF**	**166293**	**169191**	**6687d**	**132**	**1040**	**2217**	**14018**
34	43	**Bekins Van Lines, Hillside, IL**	**CMHG**	**161391**	**158354**	**3094**	**0**	**14**	**901**	**N/A**
35	35	**Bowman Transportation, Atlanta, GA**	**CMGF**	**160108**	**157021**	**4200**	**258**	**1511**	**3152**	**14778**
36	36	Garrett Freightlines, Pocatello, ID	CMGF	156816	146806	7081	219	1124	2495	9042
37	33	T.I.M.E.—D.C., Lubbock, TX	CMGF	155959	162805	1092d	101	1043	2405	12560
38	37	C & H Transportation Co. Inc., Dallas, TX	CMSC	150210	135006	9415	7	288	2550	8011
39	42	Branch Motor Express, New York, NY	CMGF	149431	156242	5715d	262	1139	2374	9806
40	41	•Pilot Freight Carrier Inc., Winston-Salem, NC	CMGF	146826	150684	1760d	na	na	na	na
41	40	**Delta Lines Inc., Oakland, CA**	**CMGF**	**144797**	**147597**	**1401d**	**252**	**1259**	**2342**	**9814**
42	46	**International Transport Inc., Rochester, MN**	**CMHM**	**143445**	**136483**	**3650**	**0**	**0**	**2603**	**4862**
43	44	**Brown Transport Corp., Atlanta, GA**	**CMGF**	**142961**	**133578**	**7106**	**132**	**617**	**1366**	**6141**
44	49	**St. Johnsbury Trucking, St. Johnsbury, VT**	**CMGF**	**136406**	**132228**	**4474**	**0**	**0**	**0**	**7729**
45	45	**Atlas Van Lines Inc., Evansville, IN**	**CMHG**	**133417**	**129733**	**6312**	**0**	**2**	**72**	**N/A**
46	48	Refrigerated Transport Co., Forest Park, GA	CMRS	131457	128270	2761	N/A	N/A	N/A	N/A
47	39	•Jones Motor Co. Inc., Spring City, PA	CMGF	123227	134053	10918d	na	na	na	na
48	47	Tri-State Motor Transit, Joplin, MO	CMHM	121607	116355	5612	17	340	2162	9438
49	57	•Central Transport Inc., Sterling Hgts, MI	CMGF	119637	122613	1221d	na	na	na	na
50	51	Complete Auto Transit Inc., Detroit, MI	CTMV	115702	114720	981	0	1550	1579	16256
		TOTAL TOP 50—1981		**$17,748,723**	**$16,920,537**	**$606,425**	**43,685**	**73,534**	**183,948**	**$1,058,749**
		TOTAL TOP 50—1980		**16,235,813**	**15,408,710**	**72,685**	**45,035**	**78,058**	**192,960**	**1,020,311**
		TOTAL TOP 50—1979		**15,101,930**	**14,516,782**	**340,796**	**47,816**	**88,243**	**216,683**	**1,078,563**

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried*		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Employs.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles*	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio*	Fleet
3140	28227	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	88.6	6	UPS (IL)
1328	6086	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	93.9	110	UPS (NY)
827	11657	1783	3292	152	9794	399930	515	0	2508	13.7	1078	91.9	9	Roadway
836	10421	1720	2547	145	7311	350840	9982	9	9258	15.4	1419	92.4	11	Consolidated
1075	9841	2250	2175	164	6382	329741	21138	23232	1054	14.1	1181	96.8	24	Yellow
436	5701	4656	1454	291	3257	180162	44229	73499	995	14.3	782	95.0	123	Ryder
748	7091	1699	1664	128	5015	212545	11322	8832	5575	13.3	945	101.4	150	McLean
N/A	4690	N/A	1895	N/A	N/A	N/A	332598	0	0	6.0	1052	91.8	121	North American
386	3930	3100	768	162	2386	143130	25184	21656	76	14.9	733	97.1	36	P.I.E.
403	4899	2227	1307	145	3146	138374	11401	29349	8	15.4	781	104.0	99	Spector Red Ball
N/A	175	N/A	501	N/A	N/A	0	127980	0	0	4.4	951	96.9	55	Allied
367	3441	1983	1142	87	2811	122266	0	0	0	12.6	684	97.5	140	Smith's
211	2718	1355	708	80	1707	101150	10829	13716	0	15.4	981	97.9	41	ABF Freight
462	4250	1541	1463	115	3604	138935	0	8	122	10.3	475	96.2	14	Overnite
na	na	na	na	na	na	na	na	na	na	na	na	98.7	53	Transcon
353	2734	1048	900	75	2141	87827	9895	1190	1569	12.5	648	95.9	130	Carolina Freight
0	121	N/A	507	N/A	N/A	0	106315	0	0	5.6	1173	100.1	57	United Van Lines
153	1485	2180	996	124	1954	69067	21305	10239	0	15.2	585	102.8	156	JMFS Inc.
247	2757	785	876	58	2360	96560	440	23108	83	12.4	673	99.4	151	American Freight
340	2572	1697	923	115	2228	91111	0	25006	0	14.1	464	102.6	155	Hall's
197	2958	833	498	57	1312	95437	4790	1785	1082	15.1	1171	103.9	68	Lee Way
228	2537	1706	1482	112	4387	29894	0	26505	0	8.5	173	93.7	16	Central Freight
180	4278	N/A	9425	N/A	N/A	94740	19968	4153	0	11.8	150	91.1	1	Mullen
N/A	119	N/A	378	N/A	N/A	0	99258	0	0	4.7	1110	98.0	142	Aero Mayflower
152	2797	841	461	57	1126	2881	19322	73329	975	14.9	1102	104.5	71	ETMF
223	2990	N/A	2109	N/A	N/A	96492	0	55	0	7.1	323	95.2	25	Signal
251	1786	1227	881	95	2110	48924	2433	5627	0	12.0	324	95.9	130	Preston
271	4939	N/A	2596	N/A	N/A	93826	0	1898	0	7.2	250	95.6	128	Anchor
149	1812	1036	911	77	2276	36816	105	8528	2352	10.9	278	101.8	59	Associated Truck
124	1544	1159	592	79	1284	50720	6496	12235	0	14.1	558	99.0	49	Saxon & Dixon
366	3888	N/A	6121	N/A	N/A	75285	24850	0	0	13.0	223	96.7	33	Chemical Leaman
na	na	na	na	na	na	na	na	na	na	na	na	98.4	151	Schneider Transport
224	1036	391	388	31	977	57111	3758	9850	2801	15.3	1436	101.7	61	IML Freight
N/A	1052	N/A	309	N/A	N/A	0	99091	0	0	5.1	1091	98.1	43	Bekins
275	3254	1330	515	83	1413	72990	7307	0	1535	13.5	505	98.0	142	Brenner
125	1615	478	543	32	1838	46240	0	0	1574	16.0	738	93.6	15	Garrett
146	2118	463	326	34	992	57252	8185	0	3102	14.4	1249	104.4	170	T.I.M.E.-D.C.
54	4634	N/A	1585	N/A	N/A	17862	91583	0	0	14.6	1009	89.9	7	C & H
176	1589	888	711	61	1236	43008	2356	11662	0	11.6	413	104.6	72	Brandt
na	na	na	na	na	na	na	na	na	na	na	na	102.5	155	Pilot Freight
138	1923	401	760	31	2590	32444	4929	0	108	12.5	403	101.9	93	Delta
0	2715	965	0	56	0	0	107962	0	0	11.4	1275	95.1	24	Interstate Transport
82	878	1442	566	97	1382	30600	36147	0	0	13.0	431	93.4	113	Brown Transport
110	1943	472	668	35	2295	0	0	29304	0	8.7	217	98.9	135	St. Johnsbury
N/A	129	N/A	261	N/A	N/A	150	56792	0	0	4.8	1038	97.2	137	Atlas Van
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	97.6	140	Refrigerated Trans.
na	na	na	na	na	na	na	na	na	na	na	na	106.8	75	Jones Motor
109	2279	N/A	868	N/A	N/A	21299	74726	0	0	12.0	1329	95.7	29	Tri-State
na	na	na	na	na	na	na	na	na	na	na	na	102.5	64	Central Transport
157	2890	N/A	1519	N/A	N/A	57650	4814	0	0	7.1	291	99.2	50	Complete Auto

435	202,660
242	203,145
253	223,966

Survey: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, Washington, DC, from ICC motor carrier annual reports for 1981. •—Operating revenue figure is derived from 1981 fourth quarter cumulative figures. Annual report was not available at closing time. *—*indicates not among Top 100 in 1980. *—BM—Building Materials, Co—Common, Ct—Contract, GF—general freight, HM—Explosives and dangerous articles, FP—forest products, HG—household goods, MM—heavy machinery, LP—liquid petroleum products (including in most cases other bulk commodities), MV—motor vehicles, RM—retail store delivery, SC—specific commodity not otherwise grouped. *—"-" following data indicates net loss (deficit) after taxes. *—as of Dec. 31, 1981. *—where only one figure appears, it represents total tonnage. *—predominately piggyback. *—"1" preceding data indicates tie for that rank. N/A—indicates not applicable, na—with • indicates data not available.

1981'S TOP 100

Rank[1] 81	'80	Fleet	Type[2]	Financial Data (-000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
51	50	Illinois-California Express Inc., Denver, CO	CMGF	$110696	$108805	$1700	259	537	1833	$8547
52	55	Watkins Motor Lines Inc., Atlanta, GA	CMGF	107922	102338	3130	19	222	131	4040
53	56	Merchants Fast Motor Lines, Abilene, TX	CMGF	107250	94691	6637	0	0	0	6007
54	52	•Midwest Emery Freight System, Chicago, IL	CMRS	106825	106809	1203d	na	na	na	na
55	54	Gordons Transports Inc., Memphis, TN	CMGF	105511	105945	283	54	832	1775	6868
56	53	Pacific Motor Trucking, San Francisco, CA	CMGF	104846	118162	13322d	529	840	2354	11283
57	60	Jones Truck Lines Inc., Springdale, AR	CMGF	101789	95532	4864	31	794	434	4524
58	58	C W Transport Inc., Wisconsin Rapids, WI	CMGF	100040	94584	4455	5	963	1935	7863
59	62	Commercial Carriers Inc., Romulus, MI	CMMV	94799	90594	3302	0	1186	1370	10972
60	61	Old Dominion Freight Inc., High Point, NC	CMGF	94250	91808	2300	52	645	1571	7834
61	60	•Thurston Motor Lines Inc., Charlotte, NC	CMGF	94197	88354	71	na	na	na	na
62	70	•Ross International Corp., Kansas City, MO	CMGF	89936	88427	1276	na	na	na	na
63	71	•Logan Specialized Haulers, Madisonville, KY	CMSC	89236	88190	205	na	na	na	na
64	74	Georgia Highway Express, Atlanta, GA	CMGF	88574	82730	3553	125	603	1184	5519
65	68	Campbell "66" Express, Springfield, MO	CMGF	86090	82996	2730	50	693	1214	7059
66	64	Commercial Lovelace Motor Freight, Columbus, OH	CMGF	84615	89553	2583d	56	676	1678	5983
67	67	Red Star Express Lines, Auburn, NY	CMGF	83565	76973	5938	36	682	1233	6294
68	66	Murphy Motor Freight Lines Inc., St. Paul, MN	CMGF	82521	82209	1674	20	551	1671	3652
69	-	•T-B Truck Line Co., Salt Lake City, UT	CMBM	80828	78626	3760	na	na	na	na
70	75	National Freight Inc., Vineland, NJ	CMGF	80224	79768	1592	0	53	1124	4860
71	65	Coastal Tank Lines Inc., Akron, OH	CMLP	80130	75772	1985	0	351	815	7719
72	73	•Motor Freight Express, York, PA	CMGF	78926	82399	5872d	na	na	na	na
73	63	Schwerman Trucking Co., Milwaukee, WI	CMSC	78086	79511	4747d	0	1165	2117	9950
74	59	System 99, Oakland, CA	CMGF	76586	79474	3873d	146	643	1365	5166
75	-	B-W Service System, Taylor, MI	CMGF	75478	75193	1583d	0	6	314	2445
76	85	A-P-A Transport Corp., North Bergen, NJ	CMGF	73708	61880	5953	328	209	564	3959
77	72	Global Van Lines Inc., Anaheim, CA	CMHG	73321	71263	1400	0	2	32	N/A
78	77	Graves Truck Line Inc., Salina, KS	CMGF	73150	74201	384	106	545	1413	4111
79	78	United Transport Inc., Oklahoma City, OK	CMMV	71466	71297	1241d	0	802	859	10655
80	80	Ro-Car Carriers Inc., Bryn Mawr, PA	CMMV	70215	66705	675	0	724	831	7374
81	90	•Interstate Contract Carriers, Salt Lake City, UT	CMGF	69978	68606	226	na	na	na	na
82	82	Milne Truck Lines, Salt Lake City, UT	CMGF	69573	68544	500	115	435	1160	3722
83	87	DH Transport Inc., St. Paul, MN	CMGF	68340	67298	916	23	403	578	2563
84	83	Midwest Coast Transport, Sioux Falls, SD	CMRS	67110	64074	1947	0	21	334	385
85	88	Briggs Transportation, St. Paul, MN	CMGF	66792	65727	1347d	68	702	1621	4068
86	-	•CRST Inc., Cedar Rapids, IA	CMGF	64506	61494	2746	na	na	na	na
87	79	Frozen Food Express, Dallas, TX	CMRS	63513	65277	678d	0	0	615	2722
88	93	Groendyke Transport Inc., Enid, OK	CMLP	63202	59994	2310	0	487	544	6589
89	-	M & G Convoy Inc., Buffalo, NY	CMMV	62628	58388	2121	0	691	786	6873
90	76	Santa Fe Trail Transportation, Wichita, KS	CMGF	62098	59886	793	42	611	738	4656
91	94	Chemical Express Carriers, Dallas, TX	CMSC	62093	61154	819	0	782	1331	8437
92	89	•Midwestern Distribution, Fort Scott, KS	CMFP	61744	60787	1653	na	na	na	na
93	*	Former, E. L. & Co., Odessa, TX	CMSC	61030	51729	4995	0	35	105	2127
94	*	Motor Convoy Inc., Atlanta, GA	CMMV	58725	56906	1163	0	126	185	4977
95	*	Holland Motor Express Inc., Holland, MI	CMGF	58540	54757	3217	12	513	922	4848
96	91	Eazor Express Inc., Pittsburgh, PA	CMGF	58036	62074	5439d	53	490	587	4125
97	-	•Gator Trucking Inc., Billings, MT	CMSC	57997	46088	6551	na	na	na	na
98	92	Shaw, Willis Frozen Express, Elm Springs, AR	CMRS	57780	52619	2624	0	255	522	2554
99	-	Turner Bros Trucking Co Inc., Oklahoma City, OK	CMSC	57671	49710	4219	0	77	136	2560
100	-	•Dott Truck Line Inc., Lima, OH	CMGF	57460	56842	1311d	na	na	na	na

TOTAL TOP 100—1981	$21,642,318	$20,697,280	$657,893	45,814	92,886	221,929	$1,272,639
TOTAL TOP 100—1980	19,927,264	19,006,901	13,892	47,829	100,795	239,251	1,247,961
TOTAL TOP 100—1979	18,906,308	18,191,466	400,710	52,032	110,847	267,822	1,336,472

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
Avg. No. Maint. Emplys.	(+000) Tires & Tubes	Tons Carried[a]		No. of Shipments			Rented Vehicles		Rail & Water Miles[a]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[7]	Fleet
		TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers						
137	920	418	286	29	839	35748	6252	6679	0	14.2	982	98.3	t44	I.C.X.
66	1264	N/A	760	N/A	N/A	13512	58964	0	0	13.1	1246	94.8	t21	Watkins Motor
76	1587	513	667	35	2711	0	264	34465	0	11.4	335	88.3	5	Merchants
na	na	na	na	na	na	na	na	na	na	na	na	100.0	56	Midwest Emery
101	949	676	318	45	670	40156	5073	2541	7	14.3	686	100.4	58	Gordons Transport
178	1113	N/A	1765	N/A	N/A	32511	400	0	12289	7.6	279	112.7	76	Pacific Motor
78	730	666	462	44	1231	29227	9464	0	35	12.0	412	93.9	t18	Jones Truck
151	332	800	395	57	702	29973	1739	3711	242	12.5	374	94.5	19	C W Transport
148	2022	0	1923	0	173	43763	6094	0	0	5.6	144	95.6	t28	Commercial Carriers
120	2481	1374	290	83	635	32560	27275	15	0	10.9	392	97.4	39	Old Dominion
na	na	na	na	na	na	na	na	na	na	na	na	93.8	17	Thurston
na	na	na	na	na	na	na	na	na	na	na	na	98.3	t44	Riss
na	na	na	na	na	na	na	na	na	na	na	na	98.8	47	Ligon
75	1077	629	502	43	1444	16328	14589	0	9042	8.9	371	93.4	113	Georgia Highway
116	1153	361	358	29	748	34273	66	0	14	13.1	633	96.4	31	Campbell "66"
68	794	335	503	28	1302	20780	0	0	0	9.6	237	105.8	73	Commercial Lovelace
114	628	278	431	24	1128	12536	206	0	0	16.6	298	92.1	10	Red Star Express
70	500	349	367	27	930	21672	1440	2423	0	12.2	435	99.6	t52	Murphy Motor
na	na	na	na	na	na	na	na	na	na	na	na	97.3	38	F-B Truck Line
99	1509	1668	101	128	27	8132	41320	18266	0	11.2	451	99.4	t51	National Freight
95	1475	N/A	4827	N/A	N/A	29149	10054	3251	0	13.3	117	94.6	20	Coastal
na	na	na	na	na	na	na	na	na	na	na	na	104.4	170	Motor Freight
292	2158	N/A	7087	N/A	N/A	49645	5045	0	0	12.0	92	101.8	62	Schwerman
80	1272	223	296	17	872	19938	2129	2784	3	14.8	707	103.8	57	System 99
16	435	2251	159	104	268	3170	15670	10923	0	16.5	204	99.6	t52	R-W Service
46	479	82	338	8	1175	6249	0	0	0	10.3	154	84.0	2	A-P-A
N/A	304	N/A	162	N/A	N/A	0	31246	0	0	3.7	723	97.2	t37	Global Van
61	651	291	402	21	1175	14842	5178	0	0	11.3	326	101.4	t60	Graves
122	2061	N/A	1617	N/A	N/A	42372	254	0	0	8.7	229	99.8	54	United Transport
73	1362	N/A	1293	N/A	N/A	26386	0	6704	0	6.2	160	95.0	t23	Nu-Car Carriers
na	na	na	na	na	na	na	na	na	na	na	na	98.0	t42	Interstate Contract
66	635	261	281	18	961	14841	1027	528	297	16.1	496	98.5	t46	Milne Truck
38	511	391	109	22	266	7869	14019	0	8693	17.1	1068	98.5	t46	BN Transport
0	415	N/A	709	N/A	N/A	945	0	67135	0	18.2	1752	95.5	27	Midwest Coast
64	726	430	311	32	636	23186	0	0	0	11.5	359	98.4	45	Briggs
na	na	na	na	na	na	na	na	na	na	na	na	95.3	26	CRST Inc
0	550	N/A	759	N/A	N/A	0	36767	0	0	N/A	N/A	102.8	t66	Frozen Food
74	1804	N/A	3982	N/A	N/A	27220	453	22155	0	13.0	162	94.9	22	Groendyke
66	964	676	12	72	1	23676	0	4413	0	5.3	217	93.2	12	M & G Convoy
5	564	270	81	17	186	3561	707	0	13393	11.3	738	96.4	32	Santa Fe Trail
221	1924	N/A	6407	N/A	N/A	43545	0	5430	0	13.8	106	98.5	t46	Chemical Express
na	na	na	na	na	na	na	na	na	na	na	na	98.5	t46	Midwestern Dist.
10	254	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	84.8	3	Farmer, E. L.
65	1467	N/A	2168	N/A	N/A	194	0	58279	0	N/A	N/A	96.9	t35	Motor Convoy
54	1002	356	341	29	713	14618	18	0	0	10.9	229	93.5	14	Holland Motor
64	588	642	162	41	350	15088	1318	13851	0	15.5	585	107.0	74	Eazor Express
na	na	na	na	na	na	na	na	na	na	na	na	79.5	1	Getter Trucking
43	690	N/A	582	N/A	N/A	19965	35205	0	0	17.6	1666	91.1	18	Shaw, Willis
31	266	N/A	N/A	N/A	N/A	3638	19563	0	0	N/A	N/A	86.2	14	Turner Bros
na	na	na	na	na	na	na	na	na	na	na	na	98.9	48	Duff Truck

435	202,660
242	203,145
253	223,966

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, Washington, DC, from ICC motor carrier annual reports for 1981. ●—Operating revenue figure is derived from 1981 fourth quarter cumulative figures. Annual report was not available at closing time. [1]—[6]indicates not among Top 100 in 1980. [7]—BM—Building Materials, Co—Common, Ct—Contract, GF—general freight, EX—Explosives and dangerous articles, FP—forest products, HG—household goods, HM—heavy machinery, LP—liquid petroleum products (including in most cases other bulk commodities), MV—motor vehicles, RS—retail store delivery, SC—specific commodity not otherwise grouped. [a]—"d" following data indicates net loss (deficit) after taxes. [b]—as of Dec. 31, 1981. [c]—where only one figure appears, it represents total tonnage. [d]—predominately piggyback. [e]—"t" preceding data indicates tie for that rank. N/A—indicates not applicable. na with ● indicates data not available.

1981'S SECOND 100

This year, CCJ is publishing for the first time the rankings of the country's second top 100 for-hire carriers.

The decision to expand our category of Top 100 carriers by 100% was based on several factors. First, many in the second 100 represent strong, financially sound, regional operators like Holmes Transportation, of Framington, Mass.; Lynden Transport, of Seattle, a well-known diversified corporation; and Schuster Express, of Colchester, Conn. Not much is heard from these and the other carriers in this category. Nevertheless, they are vital cogs in our highway transportation system.

Secondly, the editors of CCJ believe it is now more important than ever to track this particular group of carriers since they represent the second level or tier of industry trend-setters. What happens to them financially may very well provide the first clues of where this industry is going in the years ahead under deregulation.

Thirdly, these carriers are very sensitive—more sensitive than the major companies in the Top 100—to economic pressures. Their margins of profitability are usually lower. As a consequence, they are usually more innovative in their business operations, marking them as both unique and vital as community-

Rank '81	Fleet	Type	Financial Data (-000)			Oper. Ratio
			Gross Oper. Revenue	Expenses	Net Income after Taxes	
101	Holmes Transportation Inc., Framingham, MA	CMGF	$56681	$55441	$1095	97.8
102	Ace-Doran Hauling & Rigging, Cincinnati, OH	CMSC	56337	54444	963	96.6
103	Northwest Transport Service Inc., Denver, CO	CMGF	56138	51493	3493	91.7
104	Hemingway Transport, New Bedford, MA	CMGF	56128	55660	447d	99.2
105	Crete Carrier Corp., Lincoln, NE	CMGF	55984	52674	2066	94.1
106	Lynden Transport Inc., Seattle, WA	CMGF	55739	49662	6602	89.1
107	Refiners Transportation & Terminal, Oregon, OH	CMLP	54279	49658	2632	91.5
108	Southeastern Freight Lines Inc., W. Columbia, SC	CMGF	54013	50052	3323	92.7
109	Cooper-Jarrett, Orange, NJ	CMGF	53523	57095	N/A	N/A
110	Churchill Truck Lines, Chillicothe, MO	CMGF	53203	52299	803	98.3
111	Tanksley, Sam Trucking Inc., Cape Girardeau, MO	CMGF	52924	47028	2010	88.9
112	Wheaton Van Lines Inc., Indianapolis, IN	CMHG	52738	50885	1621	96.5
113	•Dallas & Mavis Forwarding Co., South Bend, IN	CMMV	52360	50474	1180	96.4
114	Poole Truck Line, Evergreen, AL	CMBM	52007	47151	1603	90.5
115	•Warren Transport Inc., Waterloo, IA	CMHM	51692	47555	4119	92.0
116	Jones Transfer Co., Monroe, MI	CMGF	51662	51974	444d	100.6
117	Melton Truck Lines Inc., Shreveport, LA	CMBM	51485	50874	608	98.8
118	Boutell, F. J. Driveaway Co., Flint, MI	CMMV	50938	49193	1113	96.6
119	Red Arrow Freight Lines Inc., San Antonio, TX	CMGF	50832	49080	1130	96.6
120	Saia Motor Freight Lines Inc., Houma, LA	CMGF	50376	43361	4375	86.1
121	Ruan Transport, Des Moines, IA	CMLP	49201	50447	52	102.5
122	Miller Transporters Inc., Jackson, MS	CMLP	49055	46080	273	93.9
123	•Hodges, Bill Trucking Co., Oklahoma City, OK	CMSC	48876	39591	1769	81.0
124	•Sabler, Carl Trucking Inc., Versailles, OH	CMSC	47802	47233	673d	98.8
125	•Anderson Trucking Service Inc., St. Cloud, MN	CMSC	47764	45136	1483	94.5
126	Mercury Motor Express Inc., Tampa, FL	CMGF	47704	48212	21d	101.1
127	Burnham Van Service, Columbus, GA	CMHG	47664	42316	2475	88.8
128	AAA Cooper Transportation, Dothan, AL	CMGF	47412	43263	2167	91.2
129	•Daily Express Inc., Carlisle, PA	CMHM	47312	43583	1665	92.1
130	Advance Transportation Co., Milwaukee, WI	CMGF	47276	45698	567	96.7
131	•Kenosha Auto Transport Co., Kenosha, WI	CMMV	47071	46711	83d	99.2
132	Alterman Transport Lines Inc., Opa-Locka, FL	CMRS	46267	44618	1039	96.4
133	•C & I Transport Co., Dearborn, MI	CMMV	45989	45328	650	98.6
134	Pennsylvania Truck Lines, Philadelphia, PA	CMGF	45905	45779	14984	99.7
135	Overland Express Inc., Blaine, MN	CMGF	45610	43768	866	96.0
136	Oneida Motor Freight Inc., Carlstadt, NJ	CMGF	44672	46232	625d	103.5
137	Home Transportation Co. Inc., Marietta, GA	CMSC	44570	43848	867	98.4
138	Aero Trucking Inc., Monroeville, PA	CMSC	44434	44286	29d	100.0
139	Arlan Transportation System, Hammond, IN	CMSC	44397	45496	2353d	102.5
140	•C & J Commercial Driveaway, Lansing, MI	CMMV	43986	43043	120	97.9
141	•Builders Transport Inc., Camden, SC	CTBM	43804	40639	466	92.6
142	New Penn Motor Express, Lebanon, PA	CMGF	43749	37282	4931	85.2
143	•Mistletoe Express Service, Oklahoma City, OK	CMGF	43571	41662	833	95.5
144	Schuster Express Inc., Colchester, CT	CMGF	43556	42528	358	97.6
145	•DSI Transports Inc., Houston, TX	CMSC	43430	40187	1348	92.5
146	Clairmont Transfer Co., Escanaba, MI	CMGF	43285	43019	250d	99.4
147	Food Haulers Inc., Elizabeth, NJ	CTSC	42557	42055	146d	98.8
148	Walker, B. F. Inc., Denver, CO	CMSC	42495	39216	2390	92.3
149	•Gray, Jack Transport Inc., Gary, IN	CMDT	42432	41628	319	98.1
150	•National Trailer Convoy Inc., Tulsa, OK	CMSC	42357	42524	1902d	100.4

	Fleet	Type	Financial Data (·000)			Oper. Ratio
			Gross Oper. Revenue	Expenses	Net Income after Taxes	
151	•Eagle Motor Lines Inc., Salt Lake City, UT	CMGF	$42336	$40308	$5360	95.2
152	National Carriers Inc., Liberal, KS	CMRS	42185	39126	2212	92.7
153	Southwest Motor Freight, Chattanooga, TN	CMGF	42048	41606	308d	98.9
154	•Boss Linco Lines Inc., Buffalo, NY	CMGF	41885	43003	1151d	102.7
155	Estes Express Lines, Richmond, VA	CMGF	41161	39536	898	96.1
156	Malone Freight Lines Inc., Birmingham, AL	CMGF	41005	40911	398	99.8
157	Curtis Inc., Commerce City, CO	CMRS	40926	40890	127d	99.9
158	•Crowse Cartage Co., Carroll, IA	CMGF	40320	39767	145	98.6
159	Lyons Transportation Lines Inc., Erie, PA	CMGF	40211	38438	1109	95.6
160	Sanborn's Motor Express Inc., Portland, ME	CMGF	40077	37948	1883	94.7
161	Hyman Freightways Inc., St. Paul, MN	CMGF	39269	37702	1185	96.0
162	B & L Motor Freight, Newark, OH	CMSC	39102	39672	83	101.5
163	Southern Pacific Transport, San Francisco, CA	CMGF	38967	43807	4632d	112.4
164	•Mid-American Lines Inc., Kansas City, MO	CMGF	38317	38349	771d	100.1
165	•United Trucking Service, Dearborn, MI	CMGF	38255	39030	1387d	102.0
166	George Transfer & Rigging Co., Parkton, MD	CMSC	38247	37289	354	97.5
167	•Dart Transit Co., St. Paul, MN	CMSC	37891	35055	1501	92.5
168	•Sammons Trucking, Missoula, MT	CMBM	37871	35890	3650	94.8
169	Paul's Trucking Corp., Branford, NJ	CTGF	37686	37124	126	98.5
170	Janesville Auto Transport, Janesville, WI	CTMV	36852	35229	1012	95.6
171	Colonial Refrigerated Transportation, Knoxville, TN	CMRS	36582	34466	878	94.2
172	•North Penn Transfer Inc., Lansdale, PA	CMGF	36429	36002	304	99.8
173	•McAdams, B. J. Inc., North Little Rock, AR	CMGF	36315	34026	978	93.7
174	•Truck Transport Inc., St. Louis, MO	CMSC	36255	35141	266	96.9
175	Fleet Transport Co., Inc., Nashville, TN	CMLP	35827	35143	548	98.1
176	McKenzie Tank Lines, Tallahassee, FL	CMLP	35802	31217	2579	87.2
177	AAA Trucking Corp., Trenton, NJ	CMGF	35742	33806	1235	94.6
178	Chem-Haulers Inc., Florence, AL	CMSC	35619	34434	750	96.7
179	Superior Trucking Co. Inc., Atlanta, GA	CMHM	35562	34834	1274	98.0
180	Commercial Carrier Corp., Auburndale, FL	CMBM	35514	33695	493	94.9
181	Wilson Trucking Corp., Fishersville, VA	CMGF	35477	32105	3000	90.5
182	Morgan Drive-Away Inc., Elkhart, IN	CMSC	35460	34132	2417	96.3
183	Pre-FAB Transit Co., Farmer City, IL	CMBM	35006	34758	299	99.3
184	Wales Transportation Inc., Dallas, TX	CMSC	34442	32406	1383	94.1
185	O K Trucking Co., Cincinnati, OH	CMGF	34179	33488	396	98.0
186	Texas Oklahoma Express Inc., Irving, TX	CMGF	34098	32369	951	94.9
187	•McNicholas Transportation Co., Youngstown, OH	CMSC	33910	31873	390	94.0
188	Di Salvo Trucking Co., San Francisco, CA	CMGF	33758	32954	803	97.6
189	Deaton Inc., Birmingham, AL	CMSC	33161	30589	2546	92.2
190	Mushroom Transportation Co. Inc., Philadelphia, PA	CMGF	33147	32414	1069d	97.8
191	•Tucker Freight Lines, South Bend, IN	CMGF	33008	34042	747d	103.1
192	Cassens Transport Co., Edwardsville, IL	CMMV	32942	32133	N/A	97.5
193	Jeffries, H.J. Truck Lines Inc., Oklahoma City, OK	CMSC	32912	32081	699	97.5
194	Pirkle Refrigerated Freight Lines, De Forest, WI	CMSC	32796	30859	1142	94.1
195	Auto Convoy Co., Dallas, TX	CMMV	32686	32441	69	99.3
196	A & H Truck Line Inc., Evansville, IN	CMGF	32087	30447	1639	94.9
197	Carretta Trucking Inc., Paramus, NJ	CMGF	31408	28700	141d	91.4
198	Miller Transfer & Rigging Co., Cuyahoga Falls, OH	CMHM	31219	30222	299	96.8
199	•Chief Freight Lines Co., Tulsa, OK	CMGF	31206	34788	5016d	111.5
200	Caravan Refrigerated Cargo Inc., Dallas, TX	CMRS	31134	30344	134	97.5
	TOTALS		**$4,251,725**	**$4,093,989**	**$103,163**	

(Note: Net income total includes two carriers without net figures reported—Cooper-Jarrett, No. 109 and Cassens Transport, No. 192.)

based businesses.

These factors are immediately identifiable. For example, four have already succumbed to the forces of deregulation and the effects of a depressed national economy. They are Cooper-Jarrett of Orange, N.J.; Boss Linco Lines of Buffalo, N.Y.; Chief Freight Lines of Tulsa, Okla.; and Mid-American Lines of Kansas City, Mo.

With Orange, N.J., and Buffalo already hard hit by unemployment, the failure of these two companies does nothing to help local economic conditions.

At the same time, we recognize some very healthy carriers operating in this particular category who are expected to play important roles in the expansion and growth of the big nationwide operators that are to be found in the Top 100.

They include operators like Wilson Trucking Corp. of Fishersville, Va.; Sanborns Motor Express of Portland, Maine; Poole Truck Line of Evergreen, Ala.; and Lynden Transport of Seattle, to mention just four.

Because this is the first time these 100 companies have appeared in CCJ's Top 100, there is no way to compare their successes or failures in 1981.

But we do know, however, that because many of the companies listed here are family-owned operations, they are inclined to hold their cards close to their chests, and they are prone to respond at a faster rate to developments that impact directly on their companies and their family livelihoods. From that view point, they are bell-wether fleets that cannot be ignored in any examination of the country's for-hire motor carrier industry.

PRIVATE FLEETS: THE DOMINANT ROLE IN U.S. TRUCKING

Seen but not heard. That's the role played by private carriers in the U.S. trucking industry. Day by day, week by week, month in and month out, millions of vehicles owned and operated by private companies and public utilities go about the business of trucking. Sometimes we hear about them, often we don't. Regardless, the fleets are there, doing the job they were designed to do. Unfortunately, almost everyone takes private trucking for granted. And that includes the very people who get paid to operate them in the first place.

■ THE AMERICAN trucking industry is dominated by private trucking. That's an indisputable fact. But it is a fact often overlooked or misunderstood by suppliers and marketers who are constantly trying to take the pulse of the trucking industry.

What Americans see on their highways and roadways, in their cities, suburbs and on the farms are the highly visible common or for-hire carriers such as Roadway, Yellow, Preston, Overnite and hundreds of others. And while their numbers, in terms of vehicles, straight trucks and tractor-trailers operated, is great—4 million according to CCJ's most recent estimate—the number of similar vehicles operated by private trucking is 6 million or 50% more. That fact is constantly overlooked.

What America also sees in its cities and down on the farm are the trucks that belong to the local telephone or utility company, the bread truck, milk truck, the county truck that plows the snow in the winter and patches the potholes in the summer, and the oil truck operated by the local fuel company. The list is almost endless and changes daily as companies expand or go out of business. Regardless of the expansion or contractions involved, each and every one contributes in some way to the trucking industry just as surely as cheerleaders are a part of American football.

Getting some kind of handle on the size of private fleets has always been difficult. The reasons for that are many. For one, some large corporations are reluctant to make public any information on the size of their fleet for competitive purposes, for labor reasons, or simply as a matter of corporate policy. Still another reason is that some corporations don't really know how many trucks they own, lease or operate. That's because the vehicles are independently purchased, controlled and maintained at regional or local offices. Other corporations are so diversified that one division may purchase and maintain its own particular fleet under one set of standards while another division will lease and operate a completely different fleet under standards completely different. And neither division talks to the other, except by accident.

But the bottom line is that taken collectively, private trucking packs the biggest punch in terms of not only members, but miles operated, dollars spent on new equipment and for maintenance and replacement parts, as well as simply in the number of people involved.

And there is something else that industry observers and pulse-takers should not overlook. That's private trucking's future. Under the deregulated environment that now exists, the future was never brighter for growth and expansion by those willing to take the gamble. Where private truck operations were severely restricted prior to July 1980, the doors have been thrown wide open, and with little or no government paperwork, private carriers can get authority to haul almost everything short of nuclear material and weapons for U.S. defense. The adventurists, in fact, are already involved.

Looking at the numbers helps to understand the depth of private trucking. In a recent survey by Chilton Research Services of more than 500 shippers, it was discovered, for example, that nearly 49% operated their own truck fleets ranging in size from one to nine vehicles to 500 and up. Significantly, 2.5% of those surveyed said they didn't know . . . or wouldn't tell . . . the size of their fleet. Just as significantly,

Continued

however, was that 36.5% of the shippers who responded said they operate heavy-duty tractor-trailers of the Class 7 and 8 type, while another 14.3% had fleets of medium type (10,000- to 26,000-lb GVW) trucks. And 46.5% of all those responding said they own their trucks. The remaining 52% said they either lease or use a combination of lease and outright ownership.

Clearly, as the federal barriers to private trucking are struck down by the forces of deregulation and free market avocates, more and more freight hauling opportunities are going to be given to private trucking. That will translate into a significant increase in their miles traveled, the size of the fleets involved, and the amount of fuel consumed for profit as corporations move to eliminate unprofitable empty backhauls. This growth will be restricted only by corporate policy and the goals of top management.

Importantly, a portion of this growth and expansion will be at the expense of those now most visible: common carriage. The fact is, common carriage is already feeling the pressure, and while this highly active segment of the trucking in-

Figure 1

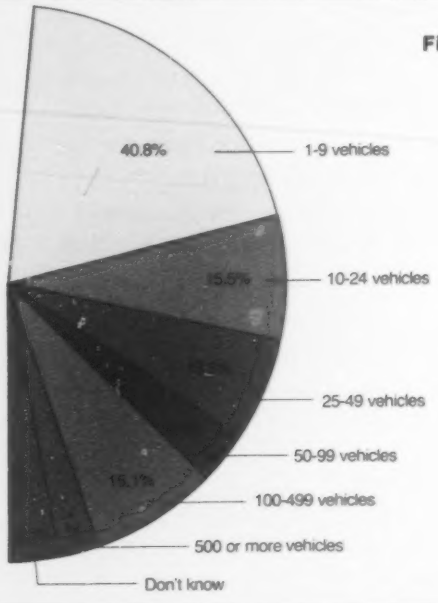


Figure 3

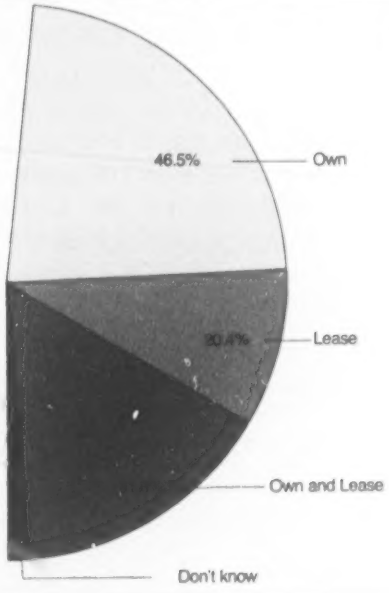
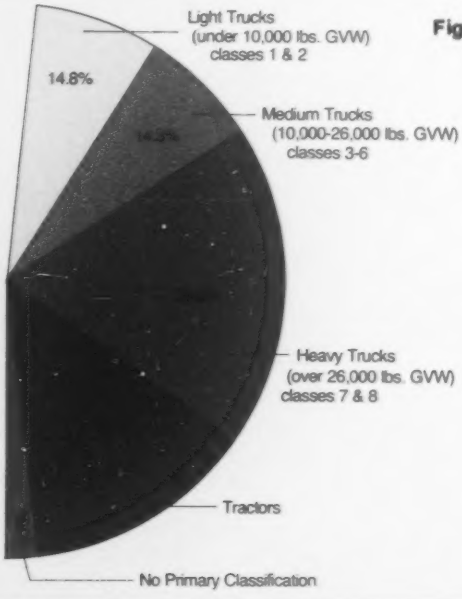


Figure 2



A recent study by Chilton Research of more than 500 shippers operating truck fleets solicited information such as: (Fig. 1) types of private fleets operated and the number of vehicles involved on a percentage basis; (Fig. 2) type of ownership, leased or owned or combination; and (Fig. 3) a breakout of the fleets by weight classification, showing that private fleets are dominated by Class 7 and 8 type units.

dustry is currently concerned with other, more pressing, problems such as labor contracts, negative profitability and depressed freight volumes, the escalating intrusion of private trucking hangs like a sword over the players in the for-hire arena.

For instance, in 1978, 40.9% of the primary freight-generating companies operated their own private fleets. But it is estimated that by the end of this year, 1982, that figure will exceed 53%. That means less freight for common carriers to truck around.

It also translates into new, unbridled opportunities for leasing companies who see private fleets as their primary source for real growth. Perhaps nowhere else but in the leasing field is there a greater concentration of truck expertise. This expertise knows no limits, but covers everything from the selection of over-the-road equipment to driver training to market research to computerized billing for fuel, maintenance, licensing and purchasing. And all of the services are only a telephone call away.

Gelco Leasing, Ruan, Ryder, Nationalease, Saunders and Rollins, to name just a few, can attest to the remarkable changes that are occurring—right now—in the American trucking industry. If asked, they will tell you to a man that the future is in private trucking.

Finally, not to be overlooked or overshadowed by all the excitement in private, over-the-road trucking, are the demands and requirements of small businesses, utilities and the various levels of government fleets that will never be interested in taking advantage of a freer market place.

Their primary concern is and will always be serving their customers or the taxpayer. But for the supplier, those demands and concerns should have the highest priority. It is just as important in this cost conscious society for the state of Maine with only 1134 pieces of equipment to operate them efficiently as it is for AT&T with a staggering 196,000 vehicles, including 150,000 trucks. Cost effective highway maintenance trucks and truck-related operations are just as important to the commissioners of the Pennsylvania Turnpike or neighboring commissioners of the New Jersey Turnpike, where the only revenue source is tolls, as it is to Fisher Scientific Co. of Pittsburgh, Pa., which operates only seven tractors and 26 trailers, among other vehicles.

What's really important to remember, however, is that while the highly visible and vocal for-hire companies number 17,800, give or take a few hundred who have gone broke or liquidated, private fleets number 47,500. That's a ratio of four private fleets to every one common carrier. Even more staggering is that of the 10.1 million commercial vehicles in use today by both private and common carriage, six million fall into the privately-operated category. And within the next five years, that figure should increase—not decline as in for-hire trucking—as private companies continue to expand and take advantage of the unregulated environment being presented to them.

Just as we have found so much of the for-hire industry with its collective backs to the financial wall in the current recessionary period, we also see the purchasing patterns and powers of private corporations with big fleets like Goodyear Tire & Rubber, Rite Aid, R.J. Reynolds Tobacco, ARA, Federal Express and many others pushing ahead—profitable. For, in fact, the recession, which has devastated common carriage, has left private trucking basically unscathed.

As one small, for-hire carrier in Northern New Jersey who caters to the distribution of private fleet commodities like soap, coffee, paper shopping bags and men's pants, said last month: "Business couldn't be better."

The following tables list *some* of our nation's largest private truck fleets, grouped by vocational category. Within each category, fleets are arranged in descending order of total vehicles. The 174 fleets included in this study are representative of the larger private carriers, but the list is far from all-inclusive. Each listing in this section has been verified within the last 60 days, with the exception of a few fleets (inclusive of Federal Government listings) whose data is based on 1981 vehicle counts. Collectively, private carriers carry more tonnage—even intercity—than common carriers.

LEASE/RENTAL	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles
Hertz Corp.	New York, NY	20,000	(A)	6000	280,000	NA	306,000
Avis Leasing Corp.	Garden City, NY	15,000	3217	300	250,000	0	268,517
Gelco Leasing	Minneapolis, MN	40,400	5100	2000	134,576	NA	182,076
Leaseway Transportation	Cleveland, OH	15,000	21,000	18,000	22,000	4000	80,000
Ryder System, Inc.	Miami, FL	27,000	22,000	15,000	0	0	64,000
Nationalease	Chicago, IL	30,000	(A)	15,000	NA	NA	45,000
Automotive Rentals, Inc.	Maple Shade, NJ	14,876	185	337	24,619	0	40,019
Lend Lease	Minneapolis, MN	4100	(A)	NA	35,000	NA	39,100
Jartran Truck Rental	Coral Gables, FL	11,000	0	19,000(C)	0	0	30,000
Saunders Leasing System	Birmingham, AL	1238	3951	2812	323	230	8554
Rollins Leasing Corp.	Wilmington, DE	1335	4182	2440	200	0	8304(B)
Ruan Leasing Co. (D)	Des Moines, IA	475	2980	3100	800	NA	7355

(A) Included in "trucks" total. (B) Includes 147 miscellaneous powered vehicles including buses. (C) Utility trailers only. (D) Includes Ruan Transport vehicles.

PETROLEUM	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Standard Oil of Indiana	Chicago, IL	5000	900	1500	3500	100	11,000	NA	1
Ashland Oil (81)	Ashland, KY	5000	900	1700	2100	NA	9700	NA	1
Phillips Petroleum	Bartlesville, OK	3553	296	1123	1575	1875	8422	75	21
Amoco Oil Co.	Chicago, IL	2789	576	832	1047	0	5244	74.3	0
Petrolane, Inc. (B)	Longbeach, CA	2915	260	475	830	NA	4480	NA	(C)
Texaco, Inc.	Houston, TX	151	301	416	1157	1161	3186	28	90
Arco Oil & Gas	Dallas, TX	1300	50	300	1300	50	3000	65.8	0
Air Products & Chemicals	Allentown, PA	338	600	1247	520	264	2969	51	0
Keer McGee Corp. (81)	Oklahoma City, OK	1500	75	75	1495	0	2650	56.7	25
Exxon Co. USA (A)	Houston, TX	410(B)	427	443	1034	0	2314	67.0	0
Gulf Oil (81) (A)	Houston, TX	136	361	446	1296	72	2311	(C)	(D)
Pargas, Inc.	Waldorf, MD	1445	30	69	78	123	1745	NA	1
Mobil Oil Corp. (A)	Fairfax, VA	64	389	506	20	177	1156	31	2
Pyrofax Gas Corp. (81)	Houston, TX	780	3	157	41	50	1031	10.5	75
Getty Refining (A)	Tulsa, OK	2000	40	43	800	NA	2884	NA	NA
Cities Service Gas Co.	Oklahoma City, OK	377	3	73	71	NA	524	9.8	5

(81) Data current as of May, 1981. (A) Marketing department only. (B) Included service vehicles. (C) Trucks: 42 million; Cars: 40 million. (D) All cars are leased. All other equipment is owned. (E) Includes LP-Gas Div., Petroleum Services Div. and Consumer Products Div. (F) LP-Gas Div. leases 1%, Petroleum Services Div. leases 70% while Consumer Products Div. owns all equipment. NA—Not available.

FOOD	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Quality Bakers Corp. of America	Greenwich, CT	12,000	5500	7100	1800	NA	26,400	NA	.5
ITT Continental Baking	Rye, NY	9060	600	720	400	NA	10,800	180.0	60
The W. E. Long Co.	Chicago, IL	8000	800	1000	1000	NA	10,800	160	20
Safeway Stores	Oakland, CA	42	2159	4352	950	273	7776	114.6	0
ARA Services (A)	Philadelphia, PA	4700	6	6	500	1000	6212	95.2	0
Pepsi Cola Bottling Group	Purchase, NY	1862(E)	1406	1675	479	739	6161	67.6	12
Campbell Taggart (81)	Dallas, TX	4707	503	543	312	NA	6065	120	3
Interstate Brands	Kansas City, MO	3938	385	461	3	0	4787	98.6	0
Carnation Co.	Los Angeles, CA	1068	460	835	1500	961	4724	NA	NA
American Bakers	Chicago, IL	3500	300	440	54	NA	4294	13.1	30
Agway, Inc.	Syracuse, NY	3000	200	700	0	100	4000	110.0	0
Dairymen, Inc.	Louisville, KY	1980	291	975	406	NA	3652	NA	NA
The Kroger Co. (B)	Cincinnati, OH	0	978	2654	0	0	3632	93	0
Winn Dixie Stores (81)	Jacksonville, FL	0	962	1834	0	450	3246	50	0
General Mills, Inc.	Minneapolis, MN	600	300	500	1700	NA	3100	6.3	10
The Pillsbury Co.	Minneapolis, MN	21	215	273	1800	0	2309	56.5	5
Holly Farms Poultry	Wilkesboro, NC	270	353	633	408	317	1922	37.5	NA
Southern States Coop, Inc.	Richmond, VA	1250	55	120	130	10	1565	20	0
Foremost Dairies, Inc. (81)	San Francisco, CA	640	276	379	155	105	1555	25	0
Oscar Mayer Foods Corp.	Madison, WI	206	57	124	962	65	1424	NA	62
Acme Markets	Philadelphia, PA	31	272	749	200	0	1252	12.8	0
Houston Coca Cola Bottling Co.	Houston, TX	614	114	176	182	151	1237	9.0	0
Giant Food, Inc.	Landover, MD	173	170	817	30	0	1190	11.5	0
Entenmann's, Inc.	Bay Shore, NY	900	45	80	150	5	1180	30	.5
CFS Continental	Chicago, IL	440	296	346	0	0	1082	25.1	21
Sunshine Biscuits	New York, NY	250	25	50	650	0	975	18	0
Continental Grain Co. (C)	Chicago, IL	250	150	200	350	20	970	20	0
Geo. A. Hormel Co.	Austin, MN	162	22	24	680	7	895	27.6	62
Stop & Shop Co., Inc.	Boston, MA	2	150	491	95	NA	738	14.6	20
Super Food Services, Inc.	Dayton, OH	2	155	358	202	6	723	17.0	40
Drake Bakeries	Wayne, NJ	629	17	35	30	0	711	9.5	0
Vons Grocery Co.	Elmonte, CA	40	181	472	1	7	701	10.3	10
Sweet Life Foods, Inc.	Soffield, CT	7	140	260	278	8	693	14.1	20
Certified Grocers of Calif.	Los Angeles, CA	31	421	893	226	NA	678	26.2	40
Red Owl Stores	Hopkins, MN	0	200	440	0	0	640	9.75	30
The Bachman Co.	Reading, PA	412	24	83	30	NA	549	2.5	(D)
Marigold Foods, Inc.	Minneapolis, MN	220	88	135	102	NA	545	8	36.5

(81) Data current as of May, 1981. (A) Food services fleet only. Not included are 6000 school buses, 4500 tractors (Smith's Transfer) plus 500 miscellaneous vehicles in periodicals group and 1500 miscellaneous vehicles in linen and uniform service operations. (B) Distribution fleet only. (C) Industrial Services Group only. (D) All tractors are leased; all other equipment is owned. (E) Includes pickups and miscellaneous other highway vehicles. NA—Not available.

GENERAL INDUSTRY	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Sears, Roebuck & Co. (81)	Chicago, IL	18,500	500	2700	750	NA	22,110	NA	0
Honeywell, Inc. (81)	Minneapolis, MN	2208	0	0	6080	NA	8288	NA	100
Waste Management, Inc.	Oakbrook, IL	3486	316	552	768	892	7529(A)	NA	NA
Montgomery Ward & Co.	Chicago, IL	5200	400	1400	400	NA	7400	72	100
Goodyear Tire & Rubber	Akron, OH	3798	61	66	1635	35	5595	NA	0
Crown Zellerbach Corp.	San Francisco, CA	1400	1100	1400	800	10	4710	NA	.1
Boise Cascade Corp. (81)	Boise, ID	1270	750	1380	870	0	4270	49	.1
St. Regis Paper Co.	New York, NY	1075	280	570	750	NA	2675	NA	100
Diebold, Inc.	Canton, OH	1444	0	0	834	0	2278	NA	99
Pfizer, Inc.	New York, NY	125	0	0	2080	NA	2205	56	98
Reynolds Electrical Engineering (81)	Las Vegas, NV	1600	65	280	425	NA	1945	24	0
Brown & Williamson Tobacco Corp.	Louisville, KY	493	2	4	1151	NA	1650	35	0
American Greetings	Cleveland, OH	50	25	60	1450	2	1587	25	86
American Linen Supply	Minneapolis, MN	1139	10	16	205	5	1359	19.1	0
Safety-Kleen	Elgin, IL	1205	30	35	64	0	1334	42.5	80
Terminex International (81)	Memphis, TN	843	0	0	473	0	1316	16	100
TG & Y Stores Co.	Oklahoma City, OK	85	245	726	239	0	1304	38	100
Texas Industries, Inc.	Dallas, TX	475	150	150	425	200	1275	17	100
Davey Tree Expert Co.	Kent, OH	1065	2	2	130	20	1219	NA	0(B)
Caterpillar Tractor Co.	Peoria, IL	282	125	228	481	0	1116	NA	95
Halliburton Services	Duncan, OK	252	171	400	106	NA	929	NA	0
Fisher Scientific Co.	Pittsburgh, PA	15	7	26	745	0	793	NA	99
Rite Aid Corp.	Harrisburg, PA	68	99	213	354	0	734	15	0
R. J. Reynolds Tobacco	Winston-Salem, NC	200	57	73	60	200	590	NA	0
Glasgow, Inc.	Glenside, PA	164	24	150	37	33	408	NA	0

(81) Data current as of May, 1981. (A) Includes 1618 vehicles classified as "other." (B) With exception of 124 leased cars. NA—Not available.

PUBLIC UTILITIES	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
American Tel. & Tel.	Basking Ridge, NJ	150,000	(A)	NA	46,000	NA	196,000	NA	NA
General Telephone & Electronics Corp. (B)	Stamford, CT	25,809(C)	154	725	8606	NA	35,294	380	8.0
Pacific Gas & Electric	San Francisco, CA	7697	77	2551	3139	77	13,723	NA	0
Consumers Power Co. (81)	Jackson, MI	3545	60	857	1022	600	6084	47	60
Southern California Gas (81)	Los Angeles, CA	4032	30	240	1202	323	5827	42	100
Georgia Power Co. (81)	Atlanta, GA	2867	23	1023	1567	325	5805	25	0
Los Angeles Water & Power (81)	Los Angeles, CA	2661	72	331	970	1005	5039	5.5	0
General Public Utilities (81)	Parsippany, NJ	2400	25	850	1250	500	5025	40	85
Consolidated Edison	New York, NY	2760	27	54	1050	68	4500	33.2	0
Commonwealth Edison	Maywood, IL	1723	50	775	1697	180	4425	47.8	1
Public Service Electric & Gas (81)	Newark, NJ	2000	20	700	1300	400	4420	3.3	0
Niagara Mohawk Power Corp.	Syracuse, NY	2567	28	991	626	71	4283	40	75
Columbia Gas Distribution (81)	Columbus, OH	2167	8	218	1019	261	3673	40	100
Long Island Lighting Co.	Mineola, NY	1450	10	400	865	375	3100	20	0
Philadelphia Electric	Philadelphia, PA	1463	25	441	780	27	2708	NA	44
Detroit Edison (81)	Detroit, MI	1500	150	500	300	250	2700	20	60
Florida Power & Light	Miami, FL	1500	50	500	500	50	2600	NA	1
Arkansas Louisiana Gas Co.	Shreveport, LA	1598	23	531	348	NA	2500	31	0
Western Union Tel. (81)	Upper Saddle River, NJ	1660	0	10	800	30	2500	4.7	100
Illinois Power Co.	Decatur, IL	1057	5	484	312	311	2271	13.5	0
Florida Power Corp.	St. Petersburg, FL	891	35	517	726	66	2235	23	15
Texas Power & Light Co.	Dallas, TX	340	5	400	700	750	2195	NA	NA
Union Electric	St. Louis, MO	650	15	250	475	600	1990	14	5
Carolina Power & Light Co.	Raleigh, NC	1053	10	300	520	NA	1860	24.6	0
Appalachian Power Co.	Roanoke, VA	1037	7	238	429	137	1849	22	100
Ohio Power Co. (81)	Canton, OH	600	14	300	575	65	1554	16	100
Portland General Electric	Portland, OR	766	6	268	335	72	1447	NA	0
Potomac Electric Power Co.	Washington, DC	659	14	163	392	190	1418	12.7	89
Peoples Natural Gas Co.	Pittsburgh, PA	450	5	70	200	15	800	10	75
Northwest Natural Gas Co.	Portland, OR	450	10	55	165	20	700	NA	NA
Metropolitan Edison	Reading, PA	400	NA	NA	200	50	650	8	100

(81) Data current as of May, 1981. (A) A few hundred tractors and trailers included. (B) Domestic fleet only. International operations include an additional 4500 vehicles. (C) Includes vans. NA—Not available.

PRIVATE FLEETS

CITY GOVERNMENT*	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Columbus, OH	1137	34	153	1333	2113	4770	21	.04
Atlanta, GA (81) (A)	1168	229	82	773(B)	490	4674(C)	NA	0
Los Angeles, CA (81)	3000	25	50	850	450	4375	45	0
Baltimore, MD	1375	7	13	1547	354	3289	NA	0
San Francisco, CA	793	30	15	1017	1254	3109	NA	0
Cincinnati, OH (81)	1050	10	100	850	800	2810	NA	0
Tampa, FL	661	68	92	845	349	2565	1.5	.05
Kansas City, MO	1075	55	25	550	395	2100	NA	0
New Orleans, LA (81)	900	25	25	900(D)	85	1935	9.4	0
Portland, OR	252	10	40	910	72	1642(E)	NA	NA
Long Beach, CA	583	3	60	561	256	1463	10.4	0
San Diego, CA	900	2	50	300	225	1450(G)	NA	0
San Jose, CA	440	10	57	577	288	1372	10.8	.7
Norfolk, VA	475	120	20	510	90	1350	NA	0
Anaheim, CA	331	1	87	329	582	1330	5.7	.0037
Louisville, KY	404	60	15	459	165	1103	NA	NA
Riverside, CA	447	2	85	190	161	990(F)	NA	0
Oakland, CA	412	5	21	415	111	964	NA	0
Greensboro, NC	340	6	75	350	130	901	8.5	0
Ft. Lauderdale, FL	275	13	117	300	80	785	11.5	3
Montgomery, AL	314	1	20	387	36	758	NA	0
Albany, NY	362	4	50	115	169	700	NA	0
Huntington Beach, CA	200	25	50	250	75	600	NA	0
Pensacola, FL	177	10	15	134	105	441	NA	0
Yonkers, NY	150	2	2	260(D)	15	429	.75	0

(81) Data current as of May, 1981. *May not include all departments. (A) Does not include water and fire depts. (B) Includes some motorcycles. (C) Includes miscellaneous on/off-road, non-self-propelled vehicles. (D) Includes police fleet. (E) Includes 358 miscellaneous vehicles exclusive of listed configurations. (F) Includes 32 motorcycles, 61 scooters and 12 street sweepers. (G) Does not include police and fire depts. NA—Not available.

STATE GOVERNMENT*	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Texas (SDH & PT)	Austin	6843	104	587	1221	8688	17,443	108.7	0
Pennsylvania (DSG) (81)	Harrisburg	3309	50	841(A)	5618	NA	11,264(B)	75	2
California (DOT)	Sacramento	5572	75	336	2500	2763	11,246	97.5(C)	0
Kentucky (DOT)	Frankfort	3300	20	37	1429	4800	9586	NA	0
Ohio (DOT)	Columbus	2460	30	30	1600	4800	9400	25	0
Connecticut	Hartford	2265	35	355	4200	325	7180	NA	0
South Carolina (SDH & PT)	Columbia	2761	50	352	1730	1934	6827	49	0
New York (DOT)	Albany	3269	54	143	925(D)	2209	6600	449	0
Missouri (Hwy. Dept.) (81)	Jefferson City	1855	8	15	622	3500	5998	NA	0
Virginia (Hwy. Dept.)	Richmond	3987	60	68	2400	2879	9394	NA	0
Illinois (DOT)	Springfield	3150	12	300	750	NA	4212	NA	0
Kansas (DOT)	Topeka	1265	17	30	257	1000	3580	NA	0
Minnesota (DOT)	St. Paul	2000	33	52	350	800	3235	35	0
New Jersey (DOT)	Trenton	1414	7	7	735	712	2875	26.6	0
Wyoming (Hwy. Dept.)	Cheyenne	695	25	83	275	1326	2384	18	0
Maryland (DOT)	Annapolis	950	14	16	250	987	2217	NA	0
South Dakota (DOT)	Pierre	928	9	62	124	523	1646	10.5	0
Idaho (ITD)	Boise	955(E)	19	182	198(F)	NA	1354	18	0
Maine (DOT)	Augusta	638	15	6	475	NA	1134	28	0

(81) Data current as of May, 1981. *May not include all departments. (A) Includes some small utility trailers. (B) Includes some miscellaneous vehicles. (C) Straight trucks only. (D) Includes some vans and carryalls. (E) Includes 350 pickups. (F) Includes 122 vans. SDH & PT: State Depts. of Highways & Public Transportation. NA—Not available.

FEDERAL GOVERNMENT*	Trucks & Tractors	Cars & Station Wagons	Ambulances	Buses	Total Vehicles
U.S. Postal Service	119,720	2177	0	NA	121,897
General Services Administration (A)	35,284	54,446	221	2984	92,935
Army	39,474	11,748	1120	3366	51,222
Air Force	34,782	5124	1093	2288	43,287
Navy	26,227	4658	643	1270	32,798
Agriculture Dept.	27,788	4678	0	156	32,622
Interior Dept.	12,469	1989	10	230	14,698
Justice Dept.	2699	9270	7	120	11,856
Department of Energy	9182	2011	63	277	11,533

(A) Most vehicles are in Interagency Motor Pool and rented or leased to other government fleets. There is no duplication with other fleets listed, however. *Source: General Services Administration report, printed 1981.

INDUSTRY TRENDS AND STATISTICS

■ 1981 was certainly not an outstanding year for the common carrier segment of the trucking industry. Depressed economic conditions and a continued drop in truck tonnage added to 1980's slump. In addition, there was rampant price-cutting which further squeezed profits and forced many carriers to close their doors. Overall, it was estimated that there was 22% excess truck transportation capacity at the end of 1981.

The Top 100 common carriers (see previous pages) are the bellwether fleets of the industry and generate nearly one-half of the total revenues reported to the ICC, according to a financial analysis released last year by Citibank, N.A. That same study shows that 2070 (11.5%) of 18,045 regulated carriers generated 72¢ out of every revenue dollar. It becomes more and more apparent that a very small percentage of the large common carriers now do over 70% of the business in the for-hire industry.

CCJ has available a complete list of all Class I common carriers including addresses. A copy is available without charge by writing on company letterhead to the CCJ Marketing Department.

Finally, all data in this statistical section was compiled by CCJ's Editorial and Marketing Departments based on data from Trinc Transportation Consultants and other sources listed in the footnotes.

NUMBER OF FOR-HIRE CARRIERS

For 1981, there was a slight increase in the number of large carriers (Class I & II) largely due to mergers and acquisitions. Overall, there are more carriers than a year ago but statistical comparisons are difficult because of changes in the ICC classifications by size (see footnote below).

Year	CLASS I (Over $5 Million*)	Class II $1-$5 Million	Class III (Under $1 Million*)	TOTAL
1981	1031	2,293	*	18,900*
1980	947	2,164	*	17,000*
1979	992	2,754	13,337	17,083
1978	1,045	2,929	12,900	16,874
1977	1,052	3,101	12,453	16,606
1976	899	2,589	12,984	16,472
1975	885	2,670	12,450	16,005

Starting in 1980, the minimum for Class I carriers was $5-million gross revenue. It had been $3-million since 1974. Class II was increased to $1-million from $500,000. Class III becomes "under $1-million." *—Class III carriers are no longer required to report financial data to the ICC so an exact count is no longer available. ICC estimates there are now a total of 18,000 for-hire interstate carriers in business. Table based on ICC and ATA data.

SELECTED FINANCIAL DATA FROM CLASS I & II COMMON CARRIERS

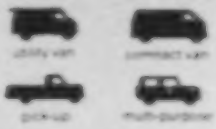
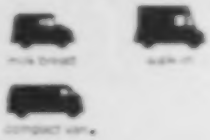
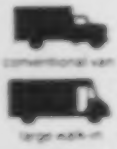
While gross operating revenues were up $2.7 billion from 1980, net income, total operating expenses were up nearly the same amount for the 817 carriers reporting. What appears to be a $688 million increase in net income after taxes compared to 1980 is extremely deceptive. Last year most motor carriers took massive tax write-offs on their operating authorities which no longer have economic value.

	All $ Figures Add 000	1980	1981
	Number of Carriers	812	817
	Gross Operating Revenues	26,632,440	29,316,686
	Salaries, Wages & Fringe Benefits	13,863,375	15,151,084
	Operating Supplies & Expenses	3,285,698	3,701,518
	General Supplies & Expenses	857,729	986,820
	Operating Taxes & Licenses	598,427	631,079
	Insurance	620,707	618,100
	Communications & Utilities	368,001	429,155
	Depreciation & Amortization	964,369	1,005,847
	Equipment Rental & Purchased Trpin	4,527,244	5,155,533
	Building & Office Equipment Rental	269,273	307,760
	Other & Miscellaneous Expenses	67,063	84,560
	Total Operating Expenses	25,387,923	28,071,470
	Net income before taxes	1,011,157	1,092,661
	Net Income After Taxes	103,976	791,832
	Operating Ratio (%)	95.3	95.8

Source: Data prepared especially for CCJ by Trinc Transportation Consultants, a company of the Dun & Bradstreet Corporation, from the 1982 edition of "Trinc's Red Book Of The Trucking Industry." Data is based on reports filed with the ICC by all class I and II "instruction 27" carriers required to file QFR reports. Contract carriers and household goods movers excluded.

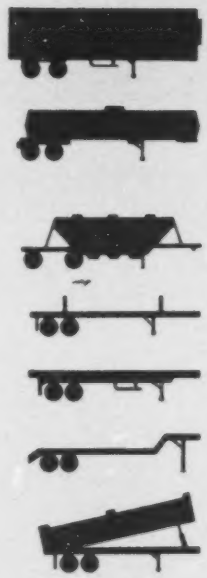
INDUSTRY TRENDS AND STATISTICS

FACTORY SALES OF TRUCKS BY GVW (1967 through 1981)

		No. of Units	% of Total
	**CLASS 1**		
	6,000 lbs. & Less	**16,054,477**	**49.3**
	CLASS 2		
	6,001-10,000 lbs.	**12,047,522**	**37.0**
	**CLASS 3**		
	10,001-14,000 lbs.	**248,857**	**.8**
	**CLASS 4**		
	14,001-16,000 lbs.	**84,360**	**.2**
	CLASS 5		
	16,001-19,500 lbs.	**336,254**	**1.0**
	CLASS 6		
	19,501-26,000 lbs.	**1,628,027**	**5.0**
	CLASS 7		
	26,001-33,000 lbs.	**485,624**	**1.5**
	CLASS 8		
	33,001 lbs & Over	**1,698,960**	**5.2**
	TOTAL	**32,584,051**	**100.0%**

Source: Motor Vehicle Mfrs. Assn. and GCJ Marketing Dept.

BREAKDOWN OF NEW TRAILER SHIPMENTS (1967 through 1981)



	Number	% of Total
VANS		
Dry Freight/Closed Top	957,300	46.6
Dry Freight/Open Top	65,899	3.2
Insulated/Semi-Insulated	222,152	10.8
Drop Frame	62,005	3.0
Livestock	21,648	1.1
Total Vans	1,329,004	64.7
SPECIAL TYPES		
Tanks/Liquid	96,900	4.7
Dry Bulk	27,244	1.3
Pole and Logging	23,245	1.1
Platform	338,286	16.5
Low-Bed	72,208	3.5
Dump	90,426	4.4
All others	76,144	3.7
Total Special Types	724,453	35.3
TOTAL COMPLETE TRAILERS	2,053,457	100.0
Detachable Trailers[1]	187,927	
Detachable Chassis[2]	208,636	
Dollies and Converter Gear[3]	55,255	

1. Mostly container units. 2. Mostly for use with containers. 3. Separate axle and fifth wheel assembly for converting semi- trailer into full trailer in twin-trailer "doubles" operations.
Source: Industry Div., Bureau of the Census, Dept. of Commerce. Compiled by CCJ Marketing Dept.

FACTORY SALES OF SPECIAL TYPE VEHICLES

Type of Vehicle	1981	1980	1979	1978	1977	1976	1975
Station Wagons[1]	587,665	425,113	662,154	901,539	969,468	904,666	583,131
Trucks with Cab-over-Engine	32,551	43,587	72,504	70,260	71,062	48,699	33,150
Trucks with Diesel Engines	208,938	214,562	227,834	219,915	165,559	107,216	72,605
Trucks with 6 wheels, 3 axles	83,103	86,572	142,646	134,296	124,427	80,531	56,772
Buses, including School Bus Chassis	27,295	34,385	32,498	31,378	28,658	30,230	35,729
Multi-stop Delivery Trucks	25,979	23,148	45,395	73,447	52,573	49,473	33,019

Includes those built in both car and truck SOURCE: (all Tables above) Motor Vehicle Manufacturers Assn.

In 1981, sales continued to drop in all categories except station wagons and multi-stop delivery trucks which increased 38.2% and 12.2%, respectively. Sales of cab-over-engines were off 25% from 1980, and buses suffered a decrease of nearly 21%.

The 15-year analysis of truck factory sales (page 130) shows clearly that light-duty Class 1 and 2 vehicles typified by pick-ups and vans, make up over 86% of the total vehicle market. However, CCJ's Marketing Department calculates that at least 16 million of these are used as personal transportation as a "second car" or as RVs (recreational vehicles); another four million are farm vehicles; the balance is true commercial vehicles used by plumbers, carpenters and other vocational trades and in delivery services. CCJ estimates that approximately 1.4 million are in fleet service.

In the heavy-duty fleet market, Classes 6 and 8 dominate. The CCJ Census of the Motor Fleet Market shows that 80% of all vehicles in Classes 7 and 8 are fleet vehicles. Class 8 includes all three-axle straight trucks and tractors and some large two-axle trucks. Class 7 is mostly two-axle trucks and most of the medium-duty two-axle tractors.

DOMESTIC TRUCK FACTORY SALES BY GVW

Table below shows trends in size groups over a period of years.

Year	6,000- & Less	6,001- 10,000 lb	10,001- 16,000 lb	16,001- 19,500 lb	19,501- 26,000 lb	26,001- 33,000 lb	Over 33,000 lb	Total Domestic
1981	583,341	716,556	263	1,843	50,762	41,503	94,958	1,489,226
1980	547,426	679,532	4,827	1,761	50,124	48,728	99,711	1,432,109
1979	961,345	1,413,229	19,727	3,140	109,521	40,235	164,095	2,711,292
1978	1,246,650	1,779,565	39,432	3,736	122,437	36,871	155,579	3,384,270
1977	1,253,409	1,580,533	21,236	4,831	122,423	26,699	140,045	3,149,176
1976	1,181,673	1,267,324	22,009	7,982	135,202	19,947	99,533	2,733,670

DOMESTIC DIESEL TRUCK SALES

Year	6,000 & Less	6,001- 10,000 lb	10,001- 16,000 lb	16,001- 19,500 lb	19,501- 26,000 lb	26,001- 33,000 lb	Over 33,000 lb	Total Domestic
1981	47,789	20,393	.....	.....	19,336	27,651	93,769	208,938
1980	68,868	4,397	.....	.....	12,337	30,958	98,002	214,562
1979	31,894	653	.....	.....	14,404	23,121	157,762	227,834
1978	34,751	840	.....	.....	12,229	22,597	149,498	219,915
1977	2,386	975	.....	.....	11,142	15,695	135,361	165,559
1976	Negligible	1,498	.....	.....	5,045	9,053	91,620	107,216

DIESEL ENGINES USED IN TRUCKS

(Factory sales from U.S. plants including exports)

Make of Truck		Cat	Cummins	Detroit Diesel	IHC	Mack	All Other	Total
Chevrolet	1981	1,671	97	3,710	—	—	29,306	34,784
	1980	1,203	236	3,563	—	—	33,628	38,630
Chrysler	1981	—	—	—	—	—	—	—
	1980	—	168	—	—	—	1,056	1,224
Ford	1981	11,884	6,902	12,114	—	—	—	30,900
	1980	18,126	7,464	10,996	—	—	—	36,586
Freightliner	1981	1,843	6,434	1,108	—	—	—	9,385
	1980	1,379	6,372	2,114	—	—	—	9,865
GMC	1981	4,696	5,028	12,647	—	—	10,315	32,686
	1980	3,966	6,192	13,738	—	—	18,901	42,797
IHC	1981	2,533	21,405	4,734	18,333	—	433	47,438
	1980	2,402	16,744	4,554	14,535	—	4,973	43,208
Jeep Corp.	1981	—	—	—	—	—	3,428	3,428
	1980	—	—	—	—	—	2,402	2,402
Kenworth	1981	2,525	7,024	1,494	—	—	—	11,043
	1980	1,967	6,441	2,261	—	—	—	10,669
Mack	1981	450	749	333	—	18,801	226	20,559
	1980	390	1,871	464	—	21,542	351	24,618
Marmon Motor.	1981	33	239	13	—	—	—	285
	1980	—	—	—	—	—	—	—
Mercedes-Benz	1981	—	—	—	—	—	2,039	2,039
	1980	—	—	—	—	—	646	646
Peterbilt	1981	2,392	4,557	866	—	—	—	7,815
	1980	1,441	4,259	1,287	—	—	—	6,987
Volkswagen	1981	—	—	—	—	—	29,867	29,867
	1980	—	—	—	—	—	17,570	17,570
White	1981	468	3,325	734	—	—	—	4,527
	1980	566	4,669	1,618	—	—	—	6,853
Others	1981	464	547	943	—	—	4	1,958
	1980	487	748	856	—	—	—	2,091
Total	1981	26,959	56,307	38,696	18,333	18,801	75,618	236,714
	1980	31,927	55,164	41,451	14,535	21,542	79,527	244,146

Source: Motor Vehicle Mfrs. Assn. Reporting firms do not represent entire industry.
"All other" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds, Scandia Vabis and Volkswagen.

TRUCK FACTORY SALES AND TRUCKS WITH DIESELS

GVW Group-ings	Truck Sales with Diesel Engines	Chevrolet	GMC	Chrysler	Ford	Freight-liner	Inter-national	Mack Corp.	AM General	Kenworth	Mack	Marmon Motors	Mercedes-Benz	Peterbilt	Volkswagen of America	White	Others	Total Trucks
Under	Sales—1981	288,419	61,960	22,351	137,380	—	—	36,910	—	—	—	—	—	—	36,321	—	—	583,341
6,000	w/Diesel—1981	13,332	5,315	—	—	—	—	—	—	—	—	—	—	—	29,142	—	—	47,789
lbs	Sales—1980	284,777	57,312	12,171	134,217	—	—	30,225	129	—	—	—	—	—	28,595	—	—	547,426
	w/Diesel—1980	32,672	18,571	—	—	—	—	—	—	—	—	—	—	—	17,525	—	—	68,968
6,001	Sales—1981	201,482	48,802	57,520	383,202	—	1,025	24,521	—	—	—	—	—	—	—	—	3	716,556
to	w/Diesel—1981	15,255	4,763	—	—	—	375	—	—	—	—	—	—	—	—	—	—	20,393
10,000	Sales—1980	168,724	42,482	93,535	345,314	—	8,260	20,500	702	—	—	—	—	—	—	—	12	679,532
lbs	w/Diesel—1980	—	—	—	—	—	4,397	—	—	—	—	—	—	—	—	—	—	4,397
10,001	Sales—1981	—	—	248	—	—	—	—	—	—	—	—	—	—	—	—	—	248
to	w/Diesel—1981	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,000	Sales—1980	—	—	4,801	—	—	—	—	—	—	—	—	—	—	—	2	—	4,803
lbs	w/Diesel—1980	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,001	Sales—1981	—	—	—	—	—	—	—	—	—	—	—	—	—	—	15	—	15
to	w/Diesel—1981	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,000	Sales—1980	—	—	7	—	—	—	—	—	—	—	—	—	—	—	17	—	24
lbs	w/Diesel—1980	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001	Sales—1981	695	1,126	—	—	—	—	—	—	—	—	—	—	—	—	20	—	1,843
to	w/Diesel—1981	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
19,500	Sales—1980	837	894	—	—	—	—	—	—	—	—	—	—	—	—	30	—	1,761
lbs	w/Diesel—1980	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
19,501	Sales—1981	14,811	15,733	—	8,687	—	9,012	—	—	—	—	—	1,519	—	—	—	—	50,762
to	w/Diesel—1981	4,304	7,729	—	1,575	—	4,218	—	—	—	—	—	1,519	—	—	—	—	19,336
26,000	Sales—1980	14,825	17,957	—	8,859	—	7,072	—	—	—	—	—	591	—	—	—	20	50,124
lbs	w/Diesel—1980	2,763	5,817	—	1,223	—	2,733	—	—	—	—	—	591	—	—	—	20	12,337
26,001	Sales—1981	—	730	—	25,752	—	14,489	—	—	—	—	2	520	—	—	—	9	41,503
to	w/Diesel—1981	—	722	—	14,064	—	12,374	—	—	—	—	2	520	—	—	—	9	27,651
33,000	Sales—1980	352	1,937	—	32,285	—	14,064	—	—	—	—	—	55	—	—	—	5	48,728
lbs	w/Diesel—1980	347	1,892	—	17,642	—	11,017	—	—	—	—	—	55	—	—	—	5	30,958
33,001	Sales—1981	1,249	12,007	—	10,153	9,329	22,302	—	—	10,036	16,473	252	—	7,326	—	3,969	1,862	94,958
lbs	w/Diesel—1981	675	11,707	—	9,856	9,329	22,295	—	—	10,036	16,473	252	—	7,326	—	3,969	1,861	93,799
and	Sales—1980	1,513	14,993	—	11,282	9,640	18,901	—	—	9,143	19,835	—	—	6,437	—	6,310	1,748	99,711
over	w/Diesel—1980	914	14,497	—	10,891	9,640	18,778	—	—	9,143	19,835	—	—	6,437	—	6,310	1,748	98,992
Total	Sales—1981	506,656	140,360	80,119	566,175	9,329	46,829	61,431	—	10,036	16,473	254	2,039	7,326	36,321	3,989	1,909	1,489,225
Total	w/Diesel—1981	33,566	30,227	—	25,495	9,329	39,212	—	—	10,036	16,473	254	2,039	7,326	29,142	3,969	1,870	206,938
Total	Sales—1980	471,028	135,575	110,514	532,757	9,640	48,230	50,725	831	9,143	19,835	—	646	6,437	28,595	6,310	1,834	1,432,109
Total	w/Diesel—1980	36,696	40,077	—	29,556	9,640	36,915	—	—	9,143	19,835	—	646	6,437	17,525	6,310	1,773	214,562

SOURCE: Motor Vehicle Mfrs. Assn. Reporting firms do not represent entire industry and data is factory sales from U.S. plants only. Mack figures include Brockway; White includes Autocar and Western Star. Others include Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightways.

Overall truck sales in 1981 rebounded slightly over 1980 with an increase of 57,000 units. Most of the increase was in the light-duty (under 10,000-lb GVW) sizes. Overall, sales were up 4%. In the medium and heavy classifications, factory sales were up 1.3% in Class 6 (19,501- to 26,000-lb GVW); down 14.8% in Class 7 (26,000- to 33,000-lb GVW); and down 4.8% in Class 8 (over 33,000-lb GVW).

Of particular interest to fleet marketers, over half (50.9%) of the medium-duty trucks sold in 1981 were diesel-powered, a 7.1% increase over 1980. Biggest increase was in the 19,501- to 26,000-lb GVW group—up 13.5% with the next two groups up 3.1% and .4%, respectively.

According to 1981 factory diesel sales figures, Class 6 had grown to 38.1%; Class 7 to 66.6%; and Class 8 to 98.7%. Diesel growth in these weight classifications continues to be the most significant change in the heavy-duty vehicle market.

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July 1982

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88 OIL ADDITIVES: WHAT THEY DO AND HOW THEY WORK

What do you know about lube oil additives, or, what goes into a quart of oil? Most people outside the petroleum industry don't realize that add'tive compounds make up 35% of the contents of a quart of oil. These vital ingredients are added to base stocks to improve lubricating ability and counteract oil breakdown. Knowing what ol' additives are, how they work, and understanding the critical interactions between them could change a fleet's perspective on oil drain intervals, or even help you make a wiser decision when it comes to buying oil.

95 THE UNITED STATES OF ANR

ANR Freight System of Detroit is taking advantage of a freer marketplace to carve out a place as one of the nation's premier carriers. Wholesale acquisition of regional carriers, computer networks and business-like marketing tools mark ANR Freight as a child of the times.

101 FEAST OR FAMINE FOR SMALL FLEETS

There are an estimated 20,000 or more small for-hire carriers nationwide. These "Mom and Pop" fleets are split between those who are barely hanging on and those who are doing very well. CCJ looks at the changes forced on these businesses, who's surviving and why.

109 SMOKEY BUSES

Southern California's Rapid Transit District had a real mystery on its hands when scores of RTD buses began developing smoke problems. An in-house investigation was launched, joined by officials of General Motors, ARCO and even the state's Air Resources Board. Eventually, a computer provided the clue needed to solve the mystery of the smokey buses.

Air Brakes—The Maintenance Shop Section Follows Page 112

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facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Marmon Motors	Mercedes-Benz	Peterbilt	Volkswagen of America	Volvo White†	Others	Total Trucks
Under 6,000 lbs.	Mar.-82	33,737	9,882	10,051	31,276	—	—	3,570	—	—	—	—	—	1,159	—	—	89,675
	3 Mos.-82	91,769	23,830	21,540	56,599	—	—	7,287	—	—	—	—	—	4,084	—	—	203,923
6,001-10,000 lbs.	Mar.-82	23,585	7,225	2,539	41,798	—	—	2,883	—	—	—	—	—	—	—	—	77,793
	3 Mos.-82	58,266	17,456	5,507	87,568	—	3	6,900	—	—	—	—	—	—	—	—	175,900
10,001-14,000 lbs.	Mar.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	3 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,001-16,000 lbs.	Mar.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	6
	3 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	6
16,001-19,500 lbs.	Mar.-82	47	118	—	—	—	—	—	—	—	—	—	—	—	—	2	187
	3 Mos.-82	101	251	—	—	—	—	—	—	—	—	—	—	—	—	2	354
19,501-26,000 lbs.	Mar.-82	381	89	—	804	—	849	—	—	—	—	97	—	—	—	—	1,820
	3 Mos.-82	919	432	—	1,702	—	2,239	—	—	—	—	324	—	—	—	—	5,616
26,001-33,000 lbs.	Mar.-82	915	1,887	—	2,335	—	855	—	—	—	1	67	—	—	—	—	6,060
	3 Mos.-82	2,050	4,190	—	5,979	—	2,811	—	—	—	1	155	—	—	—	—	15,156
33,001 lbs. and over	Mar.-82	116	877	—	926	888	1,178	—	615	1,325	9	—	892	—	322	32	6,680
	3 Mos.-82	178	2,252	—	2,350	1,966	3,915	—	1,892	3,367	41	—	1,542	—	986	145	18,443
Total	Mar.-82	58,751	19,882	12,590	76,929	888	2,882	6,253	615	1,325	10	184	892	1,159	322	40	182,011
	3 Mos.-82	153,297	48,181	27,047	153,196	1,966	9,968	14,087	1,892	3,367	42	479	1,542	4,084	986	153	418,088
	3 Mos.-81	148,356	41,767	13,339	131,287	2,493	13,057	13,874	3,015	4,150	—	368	1,834	11,015	1,335	507	382,016
Trucks with Diesel Engines*	3 Mos.-82	30,694	10,027	—	5,938	1,966	7,868	—	1,892	3,367	42	479	1,542	3,177	986	145	73,732
	3 Mos.-81	20,113	9,739	—	3,553	1,278	5,370	—	1,077	2,042	32	315	940	2,242	673	113	47,487

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Flxible and trucks shipped by Freightliner to Consolidated Freightway and other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,001-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Mar.-82	3,287	6,872	27	316	79	10,581
	3 Mos.-82	10,822	18,944	124	681	123	30,694
Ford	Mar.-82	—	—	110	1,385	910	2,385
	3 Mos.-82	—	—	306	3,333	2,299	5,938
Freightliner	Mar.-82	—	—	—	—	888	888
	3 Mos.-82	—	—	—	—	1,966	1,966
GMC	Mar.-82	1,690	3,277	66	400	855	6,288
	3 Mos.-82	4,688	7,763	89	1,299	2,218	16,027
International	Mar.-82	—	—	354	772	1,172	2,298
	3 mos.-82	—	1	1,280	2,478	3,909	7,668
Kenworth	Mar.-82	—	—	—	—	615	615
	3 Mos.-82	—	—	—	—	1,892	1,892
Mack	Mar.-82	—	—	—	—	1,325	1,325
	3 Mos.-82	—	—	—	—	3,367	3,367
Marmon Motor	Mar.-82	—	—	—	1	9	10
	3 Mos.-82	—	—	—	1	41	42
Mercedes-Benz	Mar.-82	—	—	97	67	—	164
	3 Mos.-82	—	—	324	155	—	479
Peterbilt	Mar.-82	—	—	—	—	892	892
	3 Mos.-82	—	—	—	—	1,542	1,542
Volkswagen	Mar.-82	935	—	—	—	—	935
	3 Mos.-82	3,177	—	—	—	—	3,177
Volvo White	Mar.-82	—	—	—	—	322	322
	3 Mos.-82	—	—	—	—	986	986
Others	Mar.-82	—	—	—	—	32	32
	3 Mos.-82	—	—	—	—	145	145
Total	Mar.-82	5,912	10,149	654	2,921	6,609	26,245
	3 Mos.-82	18,687	26,708	2,123	7,917	18,297	73,732
	Mar.-81	4,992	28	1,766	2,808	8,839	17,443
	3 Mos.-81	12,718	167	4,675	7,621	24,326	49,447

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Apr. 1982	Sales Calendar Year 1982	Stocks End of Month
Light Duty			
0-6,000 lbs.	85,787	381,283	298,046
6,001-10,000 lbs.	82,873	336,603	192,930
10,001-14,000 lbs.	45	480	290
Medium Duty			
14,001-16,000 lbs.	6	6	—
16,001-19,500 lbs.	206	572	502
19,501-26,000 lbs.	3,601	12,609	12,127
Heavy Duty			
26,001-33,000 lbs.	7,141	24,779	20,521
33,001 lbs. and over	7,636	27,638	23,595
Totals—1982	187,295	783,970	536,011
Totals—1981	190,234	690,202	567,005

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

1982 TRUCK TRAILER SHIPMENTS

Type of Trailer	Mar. 1982	3 Months—1982 Units	3 Months—1982 Value*
Vans	5,951	15,208	200,857
Tanks	610	1,750	51,834
Bulk commodity and dry material	243	489	13,761
Pole and logging	56	286	2,318
Platform	1,587	4,075	35,730
Low-bed heavy haulers (over 10 tons)	538	1,527	24,881
Dump trailers and dump chassis	478	1,823	26,422
Auto transports	123	344	7,048
All other tractors and chassis			
Total—Complete tractors and chassis	9,586	25,480	362,861
Detachable trailers†	421	876	9,027
Detachable trailers chassis†	817	1,830	7,777
Dollies or converter gear	87	539	10,494

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Mar.-82	152	—	284	—	—	10,239	10,675
	3 Mos.-82	320	—	682	—	—	30,063	31,045
Ford	Mar.-82	1,299	520	860	—	—	—	2,679
	3 Mos.-82	3,155	1,343	2,049	—	—	—	6,547
Freightliner	Mar.-82	141	519	28	—	—	—	888
	3 Mos.-81	402	1,404	160	—	—	—	1,966
GMC	Mar.-82	391	485	533	—	—	5,049	6,428
	3 Mos.-82	881	1,256	1,510	—	—	12,720	16,447
International	Mar.-82	183	1,084	269	1,228	—	—	2,744
	3 Mos.-82	496	3,477	736	4,203	—	3	8,564
Jeep Corp.	Mar.-82	—	—	—	—	—	—	—
	3 Mos.-82	—	—	—	—	—	*141	*141
Kenworth	Mar.-82	228	418	39	—	—	—	685
	3 Mos.-82	522	1,127	223	—	—	—	1,872
Mack	Mar.-82	9	155	12	—	1,438	5	1,619
	3 Mos.-82	39	300	69	—	3,662	26	4,096
Marmon Motor	Mar.-82	2	8	—	—	—	—	10
	3 Mos.-82	4	36	2	—	—	—	42
Mercedes-Benz	Mar.-82	—	—	—	—	—	154	154
	3 Mos.-82	—	—	—	—	—	479	479
Peterbilt	Mar.-82	186	425	29	—	—	—	640
	3 Mos.-82	571	930	118	—	—	—	1,619
Volkswagen	Mar.-82	—	—	—	—	—	977	977
	3 Mos.-82	—	—	—	—	—	3,241	3,241
Volvo White	Mar.-82	68	174	105	—	—	—	345
	3 Mos.-82	144	717	223	—	—	—	1,084
Others	Mar.-82	7	18	25	—	—	—	48
	3 Mos.-82	25	43	98	—	—	—	166
Totals	Mar.-82	2,834	3,784	2,184	1,228	1,438	16,434	27,702
	3 Mos.-82	6,808	10,633	5,850	4,203	3,662	46,673	77,829
	Mar.-81	2,788	5,261	3,565	1,910	1,805	4,601	19,931
	3 Mos.-81	7,418	13,974	9,914	5,200	4,577	15,171	56,254

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds, Scania Vabis and Volkswagen. *Isuzu.

August 1982

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Keeping The Lid On Tank Trailer Spills

Learning To "Read" The Road

Reflective Vehicle Markings: Being Seen Is Being Safe

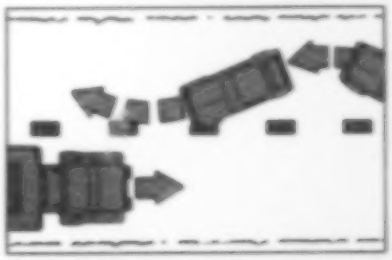
Update On The Mud Flap Controversy

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 139 NUMBER 8 AUGUST 1982

COVER PHOTO BY THE HARRIS COUNTY ACCIDENT BUREAU, HOUSTON, TEXAS

72 HAZARDOUS TANKER SPILLS
Stopping leaks of petroleum products and other hazardous liquids from overturned tank trailers can be accomplished without radial tanker redesign. An in-depth review of tank trailer rollovers, why they happen and how they can be minimized, plus a look at pending DOT regulations affecting MC-306 vehicles.

80 THE MUDFLAP "FLAP"
Highway splash and spray is the number one irritant to motorists, according to a recent ATA study. Is this reason enough to make special "super flaps" mandatory as proposed in recent federal legislation? CCJ readers sound off, pro and con, over the mudflap "flap."



86 ROAD SCHOLARS
The professional, accident-free driver learns to "read" the road. Those who ignore obvious road signs are flawed drivers, just waiting for an accident to happen. Veteran CCJ safety specialist Don Buck authors this refresher course for commercial drivers in learning to read the road.

89 THE SILENT WITNESS
The tachograph is the silent witness in any truck driver's cab. Although not new, it is still the single, best device the industry has to judge the competence of a commercial vehicle operator. Doug Martineau has been examining tachographs for nearly 30 years and what he learns translates into big bucks for motor carriers looking for ways to become more efficient—safely—in a cost-conscious business climate.

93 REFLECTIVE VEHICLE MARKINGS
Having company equipment stand out at night is a definite safety factor, but selecting the right color of reflective marking is a critical consideration if vehicle conspicuity is to be maximized. Here's what 3M has to say about selecting and designing effective truck markings.

facts and figures

By **PAUL REDDY**
Statistical Editor

1982 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Marmon Motors	Mercedes-Benz	Peterbilt	Volkswagen of America	Volvo White†	Others	Total Trucks
Under 6,000 lbs.	Apr.-82	34,086	10,542	7,493	24,892	—	—	3,089	—	—	—	—	—	743	—	—	80,824
	4 Mos.-82	125,849	34,172	29,033	80,491	—	—	10,375	—	—	—	—	—	4,827	—	—	294,747
6,001-10,000 lbs.	Apr.-82	21,952	6,926	2,373	37,949	—	—	2,080	—	—	—	—	—	—	—	—	71,280
	4 Mos.-82	80,218	24,392	7,880	125,517	—	3	8,880	—	—	—	—	—	—	—	—	246,880
10,001-14,000 lbs.	Apr.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	4 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,001-16,000 lbs.	Apr.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	4 Mos.-82	—	—	—	—	—	—	—	—	—	—	—	—	—	—	6	6
16,001-19,500 lbs.	Apr.-82	40	97	—	—	—	—	—	—	—	—	—	—	—	—	—	137
	4 Mos.-82	141	348	—	—	—	—	—	—	—	—	—	—	—	—	2	491
19,501-26,000 lbs.	Apr.-82	251	92	—	700	—	578	—	—	—	—	89	—	—	—	—	1,710
	4 Mos.-82	1,170	524	—	2,402	—	2,817	—	—	—	—	413	—	—	—	—	7,326
26,001-33,000 lbs.	Apr.-82	735	1,622	—	1,973	—	805	—	—	—	—	66	—	—	—	—	5,201
	4 Mos.-82	2,785	5,782	—	7,952	—	3,616	—	—	—	1	221	—	—	—	—	20,357
33,001 lbs. and over	Apr.-82	57	778	—	668	719	1,756	—	639	1,474	8	—	510	—	379	15	7,003
	4 Mos.-82	235	3,030	—	3,018	2,685	5,671	—	2,331	4,841	49	—	2,052	—	1,374	180	25,446
Total	Apr.-82	57,101	20,057	9,866	66,182	719	3,139	5,168	639	4,474	8	155	510	743	379	15	166,155
	4 Mos.-82	210,398	68,238	36,913	219,380	2,685	12,107	19,255	2,331	4,841	50	634	2,052	4,827	1,374	188	585,253
	4 Mos.-81	190,388	52,090	20,436	186,630	3,421	18,207	17,718	4,251	5,649	—	456	2,474	15,236	1,858	676	520,490
Trucks with Diesel Engines*	4 Mos.-82	39,068	21,505	—	7,780	2,685	10,463	—	2,331	4,841	50	634	2,052	3,630	1,374	180	96,551
	4 Mos.-81	4,378	8,742	—	7,532	3,421	15,887	—	4,251	5,649	a	456	2,474	11,625	1,858	682	66,935

Source: Motor Vehicle Manufacturers Assoc. *Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. a—Did not report in 1981
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walters, Fixible and trucks shipped by Freightliner to Consolidated Freightways and other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Apr.-82	2,359	5,629	56	287	41	8,372
	4 Mos.-82	13,181	24,573	180	968	164	39,066
Ford	Apr.-82	—	—	82	1,118	642	1,822
	4 Mos.-82	—	—	368	4,451	2,941	7,760
Freightliner	Apr.-82	—	—	—	—	719	719
	4 Mos.-82	—	—	—	—	2,685	2,685
GMC	Apr.-82	1,212	2,915	101	479	771	5,478
	4 Mos.-82	5,900	10,678	190	1,748	2,989	21,505
International	Apr.-82	—	—	305	734	1,756	2,795
	4 mos.-82	—	1	1,585	3,212	5,665	10,463
Kenworth	Apr.-82	—	—	—	—	639	639
	4 Mos.-82	—	—	—	—	2,331	2,331
Mack	Apr.-82	—	—	—	—	1,474	1,474
	4 Mos.-82	—	—	—	—	4,841	4,841
Marmon Motors	Apr.-82	—	—	—	—	8	8
	4 Mos.-82	—	—	—	1	49	50
Mercedes-Benz	Apr.-82	—	—	89	66	—	155
	4 Mos.-82	—	—	413	221	—	634
Peterbilt	Apr.-82	—	—	—	—	510	510
	4 Mos.-82	—	—	—	—	2,052	2,052
Volkswagen	Apr.-82	453	—	—	—	—	453
	4 Mos.-82	3,630	—	—	—	—	3,630
Volvo White	Apr.-82	—	—	—	—	379	379
	4 Mos.-82	—	—	—	—	1,374	1,374
Others	Apr.-82	—	—	—	—	15	15
	4 Mos.-82	—	—	—	—	160	160
Total	Apr.-82	4,024	8,544	613	2,684	6,954	22,819
	4 Mos.-82	22,711	35,252	2,736	10,601	25,251	96,551
	Apr.-81	3,353	20	1,583	2,986	9,546	17,488
	4 Mos.-81	16,071	127	6,258	10,607	33,872	66,935

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales May 1982	Sales Calendar Year 1982	Stocks End of Month
Light Duty			
0-6,000 lbs.	107,051	488,134	292,759
6,001-10,000 lbs.	96,867	433,470	195,444
10,001-14,000 lbs.	120	600	270
Medium Duty			
14,001-16,000 lbs.	—	6	—
16,001-19,500 lbs.	328	900	372
19,501-26,000 lbs.	4,078	16,687	13,034
Heavy Duty			
26,001-33,000 lbs.	6,284	31,063	19,072
33,001 lbs. and over	5,984	33,592	23,864
Totals—1982	221,482	1,005,452	544,815
Totals—1981	177,231	867,433	568,755

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent entire industry.

1982 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1982	4 Months—1982 Units	4 Months—1982 Value*
Vans	5,280	20,890	275,504
Tanks	463	2,139	64,335
Bulk commodity and dry material	226	852	19,085
Pole and logging	79	370	3,285
Platform	1,364	5,473	47,596
Low-bed heavy haulers (over 10 tons)	538	2,085	33,715
Dump trailers and dump chassis	346	2,100	32,370
Auto transports, All other tractors and chassis	99	443	9,205
Total—Complete tractors and chassis	8,395	34,192	485,095
Detachable trailers†	440	1,324	13,066
Detachable trailers chassis†	846	2,676	15,314
Dollies or converter gear	103	650	3,165

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	Apr.-82	135	—	260	—	—	8,178	8,573
	4 Mos.-82	455	—	922	—	—	38,241	39,618
Ford	Apr.-82	907	285	827	—	—	—	2,019
	4 Mos.-82	4,062	1,628	2,876	—	—	—	8,566
Freightliner	Apr.-82	195	470	54	—	—	—	719
	4 Mos.-82	597	1,874	214	—	—	—	2,685
GMC	Apr.-82	309	406	713	—	—	4,271	5,699
	4 Mos.-82	1,270	1,662	2,223	—	—	16,991	22,146
International	Apr.-82	252	1,662	244	1,043	—	—	3,201
	4 Mos.-82	717	5,139	980	5,246	—	3	12,085
Jeep Corp.	Apr.-82	—	—	—	—	—	*492	*492
	4 Mos.-82	—	—	—	—	—	*633	*633
Kenworth	Apr.-82	170	454	57	—	—	—	681
	4 Mos.-82	692	1,581	280	—	—	—	2,553
Mack	Apr.-82	46	78	21	—	1,526	52	1,725
	4 Mos.-82	85	378	90	—	5,190	78	5,821
Marmon Motors	Apr.-82	—	8	—	—	—	—	8
	4 Mos.-82	4	44	2	—	—	—	50
Mercedes-Benz	Apr.-82	—	—	—	—	—	155	155
	4 Mos.-82	—	—	—	—	—	634	634
Peterbilt	Apr.-82	166	300	9	—	—	—	535
	4 Mos.-82	737	1,290	127	—	—	—	2,154
Volkswagen	Apr.-82	—	—	—	—	—	476	476
	4 Mos.-82	—	—	—	—	—	3,717	3,717
Volvo White	Apr.-82	73	192	116	—	—	—	381
	4 Mos.-82	217	908	339	—	—	—	1,465
Others	Apr.-82	3	15	11	—	—	1	30
	4 Mos.-82	28	58	109	—	—	a1	196
Totals	Apr.-82	2,256	3,930	2,312	1,043	1,526	13,625	24,694
	4 Mos.-82	8,864	14,563	8,162	5,246	5,190	60,298	102,323
	Apr.-81	3,209	5,911	3,552	2,003	1,582	3,863	20,120
	4 Mos.-81	10,627	19,985	13,466	7,203	6,159	19,034	76,374

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Chevrolet, Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis, Volkswagen.
†Isuzu. a-Chrysler